

# The American Perfumer

and Essential Oil Review

PERFUMER PUBLISHING CO.

MAY 1920

80 MAIDEN LANE, NEW YORK

MAY 24 1920

VOL. XV  
NO. 3

USED BY THE LARGEST CONSUMERS

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silver boat in a still  
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# The American Perfumer

## and Essential Oil Review

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TWO DOLLARS A YEAR.  
TWENTY CENTS A COPY.

NEW YORK, MAY, 1920

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### THE BIG SLUMP IN RETAIL PRICES.

For a long time we have made a feature monthly of the views of Roger W. Babson, the noted economic expert, upon general trade conditions and the prospects for the future, based upon his long experience and keen observation. To those of our readers who have followed his trend the recent big slash in retail prices of commodities could not have been any surprise. If anything, Mr. Babson has been very conservative. In his article on page 84 of this issue he treats further along the line of the reductions which he had predicted previously.

There is no occasion for alarm in the general business situation, for the Nation is as sound as a gold dollar. Our readers who have kept posted naturally are in positions in which there is no need for worry. We doubt if the others need worry much, if any. The manufacturers of perfumery, toilet preparations, soaps, flavoring extracts, and also the supply houses in our industries have not only been thoroughly patriotic both during the war and since it ended, except for a technicality, a year and a half ago, but they have kept out of the profiteering class. Such advances in prices as have been made were most reasonable, and it is a noteworthy fact that in all of the talk about profiteering nobody ever has accused any of the members of our industries of engaging in the pernicious practice. This is a matter not only for congratulation, but something that makes all of us feel that not only have we carried perhaps more than our share of the tax and other burdens but have done so without incurring criticism.

The Nation now is in an adjustment period. It will come out all right. We all must do our share, wherever opportunity offers, but fortunately our industries have lived clean and whatever we may do will be to make up for the lapses of the other fellows.

### NEWS FROM WASHINGTON, ALBANY, ETC.

On page 85 will be found an interesting budget of news from Washington. There are tax and dry rulings, something about the difficulties of trading with Germany, the meeting of the American Pharmaceutical Association and the convention of the United States Pharmacopoeia in preparation for the next revision. Our correspondent makes no reference to the proceedings in the Supreme Court in relation to upsetting the Volstead Law and the Eighteenth Amendment. No decision is likely until after the Congress has passed the Peace Resolution, according to persons who have good sources of information, and

these persons believe the decision will be a great surprise to those who are disposed to accept acts of Congress as final. However, there is nothing to do except obey the law while it is on the books.

Bone dry prohibition has suffered recently from a reaction. The New York Legislature at Albany, following other legislatures, passed a light wine and beer bill. The action did not change conditions, but was only an evidence of the change in sentiment which has appeared in legislatures and in political councils.

#### LUXURY TAXES IN THREE NATIONS.

There seems to be little chance of escape from the so-called luxury tax in the United States. Congress appears to be more anxious to increase taxation, partly to meet the proposed billion dollar bonus for service men than it is to restore normal peace conditions. Nothing at all has been done lately to kill this tax.

On top of this inaction toward better conditions, Canada enters the arena with a proposed new tax budget which hits hard at all luxuries. One feature is a tax of 1 per cent on the sales of all manufacturers, wholesale jobbers and importers. Sales by retailers and exporters are exempt. Incomes over \$5,000 will have to pay an increase of 5 per cent.

France also is in the throes. We have heard nothing of the proposal to put an embargo on the exportation of raw perfumery materials to the United States, which was discussed in our last issue, but we have learned that the French Government has put into effect an embargo on the importation of luxuries, with a view to readjusting the balance of exchange. Perhaps this may have been the basis for the other report. This new embargo bars from France 197 articles of so-called luxury, including perfumery, jewelry and other articles too numerous to mention. Our exports of perfumery to France in March amounted to less than \$20,000. If our imports of raw materials from France should be cut off the result would be much more serious, but apparently no action is being taken in that direction.

#### TIME NOW TO BUY LIBERTY BONDS.

On the New York Stock Exchange on May 19 you could buy a 4¼ per cent Liberty Bond for about \$82 for a \$100 bond. On your investment of \$82 you would be getting close to 6 per cent interest. The interest never could fail and the bond itself must be redeemed ultimately by the Government for \$100. A person who could afford to do so, buying three \$100 bonds at this price, would simply invest about \$250 at nearly 6 per cent and rake off a clear \$50 profit on the transaction.

Various reasons are given for the heavy selling of Liberty Bonds, but the only good reason that should influence anybody would be a personal financial crisis. It is not probable that 1 per cent of sellers think further than to recall their experiences with mining and traction stocks and want to get out from under on the decline. Those who buy Liberty Bonds now are digging in a gold mine. It is nothing like salted mines out west or watered traction and other stocks at home.

The text pages of THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW do not contain all of the news. You must read the advertising pages also to get the full benefit.

#### THE POWER OF ADVERTISING.

If there are still extant men who ask the question, "Does it pay to advertise?" I know their thinking is of the kind which would lead them to light factories with candles and insist upon the advantages which would accrue if the residents of modern cities still drew their water-supply by bucket from the town well.

When nations in the greatest struggle of history advertise for armies; when kings and emperors and sultans come down from their thrones to seek the attention of the world and present their pleas and defences through the press; when it has become the daily bread of a large part of the world's business, it is indeed a man of limited mentality who still questions the power of publicity. Its value to society has, in fact, so impressed itself that today publicity is the light of the world. It may be said, with little element of speculation in the assertion, that if publicity had characterized dealings between the nations of Europe during the past fifty years, and secret diplomacy had been eliminated, the world war, with its terrorism and threat to all civilization, would never have been waged.

#### NEW COPYRIGHT LAW IN EFFECT.

Secretary Colby has made public a copyright proclamation signed by President Wilson granting to subjects of Great Britain and the British dominions, colonies and possessions, except the self-governing dominions of Canada, Australia, New Zealand, South Africa and Newfoundland, the protection of the American copyright law of March 4, 1909, and its amendments.

The proclamation does not afford protection to works republished in either country since August 1, 1914, but does provide protection for all works first produced or published since that date and before the President's proclamation of peace is issued. An Order in Council has been issued by the British Government extending copyright protection to works first published in the United States between August 1, 1914, and the termination of the war and enjoyment of the rights conferred by the British copyright act is conditional upon publication of the works in England not later than six months after the termination of the war.

The State Department advises interested American authors and publishers to take immediate steps to obtain copyright protection in England for works published in this country since August 1, 1914, which have failed to obtain such protection in England.

#### PROPRIETARY ASSOCIATION.

The thirty-eighth annual meeting of the Proprietary Association was held May 11 to 13, at the Pennsylvania Hotel, New York city. The meeting was one of the most helpful and stimulating of the many gatherings which have brought together the leading manufacturers of proprietary preparations. About 300 were present. Taxation, prohibition and their topics were discussed. The following officers were elected to serve during the coming year: President, Frank A. Blair of Foley & Co., Chicago, re-elected; first vice-president, E. K. Hyde, of the Mentholatum Co., Buffalo, N. Y., to succeed W. H. Goove, Lydia Pinkham Medicine Co., Lynn, Mass., deceased; second vice-president, Carl Balliet, Buffalo, N. Y., succeeding Allan F. Moore, of the Caldwell Pepsin Syrup Co., Monticello, Ill.; secre-

tary-treasurer, Charles P. Tyrrell, Buffalo, N. Y. Two members were elected to the Executive Board. They were R. R. Land, of the Dr. Kilmer Co., Binghamton, N. Y., and C. H. Camp, Centaur Co., New York.

#### NEW YORK CHEMISTS' CLUB

The annual election of officers of the Chemists' Club was held at the clubhouse, 52 East Forty-first street, New York city, on May 5. The report of the tellers showed the re-election of President Elwood Hendrick by a unanimous vote. Following are the names of the other officers who were chosen:—William G. Hoffman, resident vice-president; Victor G. Bloede, non-resident vice-president; J. R. M. Klotz, secretary; Henry M. Toch, treasurer, and F. J. Metzger and T. R. Duggan, trustees. After the business meeting refreshments were served and entertainment provided.

#### FRENCH CHEMISTS' SOCIETY.

The New York Section of the Societe de Chimie Industrielle held a meeting at Rumford Hall, 50 East Forty-first street, New York, May 14. Maurice Casanave, chairman of the French High Commission, and Joseph Choate, Jr., were the principal speakers. In the absence of Dr. Baekeland, president of the section, Dr. Marston T. Bogert presided and introduced M. Casanave, referring briefly to the part played by the French army and French industry in the war. Mr. Choate urged the necessity of protective dye legislation. The following officers were elected for the ensuing year:—President, Dr. Marston A. Bogert, vice-president, J. Enrique Zanetti; secretary, Dr. Chas. A. Doremus; treasurer, J. V. N. Door. The following were elected members of the council:—Jerome Alexander, L. H. Baekeland, Chas. Baskerville, Henri Blum, Chas. F. Chandler, Rene Engel, Georges de Geoffroy, Elwood Hendrick, Chas. H. Herty, George F. Kuntz, W. H. Nichols, and G. E. Valabregue.

#### FOREIGN TRADE IN PERFUMES AND SOAPS.

Export of perfumery from the port of New York in March were as follows: To Austria, \$195; Belgium, \$23,894; Denmark, \$4,426; France, \$12,551; Germany, \$2; Gibraltar, \$9; Greece, \$11,250; Iceland, \$1,064; Italy, \$4,685; Netherlands, \$1,015; Norway, \$2,508; Portugal, \$4,502; Spain, \$7,685; Sweden, \$4,583; Switzerland, \$11,697; Turkey in Europe, \$280; England, \$58,979; Scotland, \$621; Bermuda, \$933; British Honduras, \$1,003; Costa Rica, \$1,880; Guatemala, \$3,540; Honduras, \$2,198; Nicaragua, \$6,195; Panama, \$18,980; Panama, \$26; Salvador, \$2,979; Mexico, \$7,722; Newfoundland, \$924; Barbados, \$627; Jamaica, \$8,579; Trinidad, \$5,066; Other British West Indies, \$3,292; Cuba, \$38,850; Danish West Indies, \$376; Dutch West Indies, \$5,527; French West Indies, \$351; Haiti, \$3,820; San Domingo, \$12,726; Argentine, \$38,273; Bolivia, \$184; Brazil, \$30,709; Chile, \$9,855; Colombia, \$16,082; Ecuador, \$9,934; British Guiana, \$2,136; Dutch Guiana, \$678; French Guiana, \$284; Paraguay, \$704; Peru, \$21,216; Uruguay, \$5,898; Venezuela, \$17,924; China, \$22,670; Corea, \$52; British India, \$42,640; Straits Settlements, \$2,213; British East India, \$257; Dutch East India, \$973; French East India, \$80; Hong Kong, \$2,348; Japan, \$9,007; Siam, \$432; Turkey in Asia, \$3,222; Australia, \$99,029; New Zealand, \$32,351; British Oceanica, \$20; Philippine Islands, \$30,072; British West Africa, \$10,537; British South Africa, \$25,470; British East Africa, \$949; Canary

## OUR ADVERTISERS

### ORBIS PRODUCTS TRADING CO., INC.

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THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW,  
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Gentlemen:

It is with great pleasure we state that we value your publication for the following reasons: Good results obtained, prompt and courteous treatment, consistent cost, and last, but not least, your publication reaches and interests readers with whom we desire to keep in constant touch.

Wishing you every success, we remain,

Very truly yours

ORBIS PRODUCTS TRADING CO., INC.,  
C. J. A. Fitzsimmons.

Islands, \$2,491; French Africa, \$1,325; Kamerun, \$537; Liberia, \$106; Morocco, \$64; Portuguese Africa, \$1,097; Egypt, \$8,844; Poland, \$489; total, \$706,797.

Exports of soap stock and other greases amounted to \$329,090; toilet soaps, \$454,172; other soaps, \$843,745.

In February the imports of perfumery received in the port of New York were as follows: From France, \$289,117; Germany, \$6,015; Italy, \$3,142; Netherlands, \$11,489; Switzerland, \$45,062; England, \$5,142; French West Indies, \$11,052; China, \$10,230; Hong Kong, \$39; Turkey in Asia, \$392. Total, \$381,680.

In the same month the imports of olive oil figured up \$330,000, chiefly from Spain and Italy. Lemon oil amounted to \$93,418, nearly all from Italy. Other essential oils: From Bulgaria, \$95,036; France, \$180,408; Germany, \$14,867; Italy, \$127,973; Netherlands, \$25,180; Spain, \$51,646; Switzerland, \$14,030; Turkey in Europe, \$701; England, \$85,121; Scotland, \$162; Canada, \$1,143; Mexico, \$7,180; Jamaica, \$91,070; other British West Indies, \$6,437; French West Indies, \$538; Paraguay, \$16,063; British Indies, \$13,633; Straits Settlements, \$1,780; Hong Kong, \$108,807; Japan, \$23,777; Australia, \$5,031; French Africa, \$5,750. Total \$876,333.

#### SHOE POLISH OR VANISHING CREAM.

Mose went home one night and found a little box of some black paste on the bureau. He couldn't read, but he naturally assumed that the box contained shoe polish. He tried it on his shoes with very unsatisfactory results, then stormed out into the kitchen where Mandy, his wife, was preparing the dinner.

"Whar'd yo' get this here new blackin'?" he demanded disgustedly. "It's the worstest blackin' Ah ever did see!"

Whereupon Mandy threw up her hands tragically and descended upon him.

"Yo' fool nigger!" she cried. "That there ain't no blackin'. It am mah new vanishin' cream!"

Moral: It is well for us always to know what we are talking about, whether we are making it, selling it, or having it sold to us.

Many a proposition or commodity that looks like shoe polish turns out to be vanishing cream.

"Know your goods!"—*Business Philosopher.*

## BABSON ON MEANING OF PRICE CUTTING EPIDEMIC

Roger W. Babson, the noted statistician and expert, in his current outlook, gives the following survey of business conditions, present and future, based upon thorough investigation and careful observation of the field:

*Industrial Profits Declining*—An important change has been taking place. The annual earnings statements of many leading industrial companies now available are highly informing. A survey of a representative group of companies in diversified lines gives a good idea of what has happened during this period of inflation. In this study we have combined the significant items in the statements of eighteen of the larger producing corporations.

*Rise in Gross Earnings Checked*—For the four years, 1915 to 1918, gross earnings of the companies considered showed a steady and tremendous increase. Rising prices played a major part in this growth, especially during the last two years. The higher the prices of goods the greater the value of the sales, even though the actual amount of goods produced does not increase. This is one reason that reports for the year 1919 show the first break in the four-year upward climb. Prices in 1919 did not average as high as they did in 1918. The recent business of which we have been so proud has been very largely the effect of monetary inflation. As soon as prices really turn downward, gross earnings will show a rapid drop.

*Net Profits Continue to Fall*—The year 1916 marked the high point in net earnings, as is indicated by the solid black portions of the columns. Since then each successive year has shown a decline. Net earnings in 1919 were 40 per cent less than in 1918, and 50 per cent less than in 1916. To be sure, they are still higher than in the three years prior to the war. Here again, however, account must be taken of the effect of inflated prices. The buying power of a dollar today is hardly half as great as it was before the war. In order for a concern to even be holding its own with pre-war times, it must earn at least twice as much as before the war. Taxes are a big factor in cutting down profits. Roughly calculated, taxes last year amounted to about half of net profits. If it had not been for taxation, these eighteen companies would have had net earnings of \$350,000,000 instead of \$230,000,000. Taxes, however, are a part of the present situation, and according to the present program of Congress, they will not be much lighter in the near future.

*Smaller Allowances for Depreciation*—The fact that smaller charges for depreciation and similar accounts are being set aside is significant. Heavy taxes have driven many companies to sink profits into current expenditures and to make generous charges for depreciation in order to reduce their taxable income. During the past year, however, these items, as a rule, have been decidedly less than in either of the two previous years. Viewed from every angle, it is clear that profits are diminishing. The benefits of inflation are wearing off. Operating expenses are catching up with income, and in spite of the relatively large value of business being done, the days of real prosperity are drawing to a close.

*First Move Toward Deflation*—The price reduction of 20 per cent by John Wanamaker and similar steps by many other retailers are an important sign. They point to the beginning of a period of price deflation. The problem, however, is far more complicated than simply induc-

ing retailers to cut their prices. For four years we have seen a phenomenal expansion in both currency and bank credit. Because credit expanded faster than the actual volume of goods inflation has taken place. More money—more purchasing power with which to buy the same quantity of goods—has made higher prices. At first business men liked the process. Except for bondholders and others having long term contracts, the rise in values meant increasing profits. Now, however, we have seen inflation carried to its logical conclusion. We have passed the first flush of stimulation which comes from putting new money or new credit into circulation. Business has begun to feel the inevitable exhaustion which must follow artificial stimulation. Its nervous system, bank credit, has been strained almost to the limit.

Theoretically, there are two ways to bring about deflation. (1) By producing enough more goods to balance the excessive amount of existing credit, (2) by contracting the amount of outstanding credit sufficiently to balance with the current rate of production. The ideal course is the first one. If all classes of people could be induced to increase their production in like proportion, deflation of prices would come naturally and without a financial convulsion. Human nature, however, is not organized that way. People as a whole today are bent on *getting*, not on *creating*.

They don't want more *work*, they want more *pay*. The greatest difficulty in the present situation lies in this point of view which people have come to hold. In all other similar instances in history it has required painful adversity to change the popular point of view from extravagance to thrift. It will be the same this time. Economists and bankers may preach till they are black in the face, but it requires a shock to bring the people to their senses.

In the second plan, therefore, lies the only way to bring about deflation, namely, by curtailing bank credit. The banks have reached the point where such contraction must either be brought about deliberately or it will later be forced by the banks' own topheavy weight. Bankers know this. They are trying to lighten the weight on the credit structure before it collapses. Whether they will succeed, only time can tell. One thing is certain, however—a period of price deflation is ahead. We have probably seen the first move in this direction. There will be straggling exceptions, but taken as a whole, the long swing trend of commodity prices from now on should be downward!

### Perfume as a Selling Aid.

Appealing to as many of the senses as possible has been one of the fundamental principles of advertising and may often be used by a salesman to his advantage. A seller of high class brassieres, for instance, has been accustomed to carry with him an atomizer and a supply of fine perfume. With these he keeps his sample line well scented and thus brings into play another sense of the buyer. As he has been quite successful, he believes the idea has merit.

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## TAX AND DRY RULINGS, A. PH. A., U. S. P. PLANS

WASHINGTON, May 17—To avoid apparent confusion in the minds of the public regarding the collection of the tax on toilet articles and proprietary medicines, the Bureau of Internal Revenue has issued a statement based on T. D. 3015, advising both dealers and purchasers that the tax of 1 cent for each 25 cents or fraction thereof of the amount paid is on the article itself and not on the total amount paid by the customer when two or more such articles are purchased, unless of the same kind and put up by the manufacturer in a single container for sale as an original package.

For example, if a tube of tooth paste costs 35 cents and a bottle of perfume 65 cents, the tax is 2 cents on the tooth paste and 3 cents on the perfume, a total of 5 cents and not 4 cents as computed on the total amount paid by the purchaser.

If toilet powder sells at 10 cents a box, the tax is one cent; if two boxes are bought the tax is two cents, although the total amount paid by the purchaser is 20 cents, and if three boxes are bought for 25 cents, the tax is 3 cents. If, however, six boxes of toilet powder selling singly at 10 cents each are put up by the manufacturer in a container or sealed package for sale as a unit and are sold by the dealer as an original package for 50 cents, the tax is 2 cents, the package being the unit of sale.

The regulation providing that where two or more packages of cough drops are sold for 25 cents the tax shall be 1 cent is revoked, the tax being at the rate of 1 cent for each 25 cents or fraction thereof of the amount paid for a single package.

Instructions to advise dealers that the tax shall be collected in accordance with this ruling have been sent to collectors of internal revenue. The public is requested to co-operate in the proper collection of the tax.

### DYESTUFF LEGISLATION IS STAGNANT

There has been a very material change in the dyestuff legislation in the Senate since the April issue of THE AMERICAN PERFUMER.

After considerable delay the bill was finally taken up in the Senate and was debated for about a week. The bill was apparently doomed to delay from the very first. Senator Thomas of Colorado, King and Smoot of Utah, and Moses of New Hampshire started a mild form of filibuster at the beginning of the debate, and this developed as the debate wore along. It was found finally to be impossible to obtain a vote on the measure and therefore new business replaced the dye bill, the bill being returned to the calendar.

Senator Thomas took up almost the entire week in his arguments against the passage of the bill. He was quite well qualified to discuss the dyestuff situation, because he was a majority member of the Senate Finance Committee in 1916 when the dyestuff manufacturers came to Congress asking for protection.

An amendment was offered some time ago by Senator Moses of New Hampshire, which struck out the latter part of the dye bill as it was reported to the Senate by the Finance Committee and he was insisting that his amendment be passed as a substitute bill. In fact, negotiations were under way during the entire week, with the hope that some agreement could be reached, but the majority members of the Finance Committee could not agree on the amendment.

At the time of this writing the bill is on the calendar and can be called up at any time. Now that the peace resolution is out of the way it is probable that an effort can be made to bring the bill up in the Senate in the near future, or it is possible that action will be delayed until after Congress convenes in September, following the political conventions.

At any rate it is a foregone conclusion that the dyestuff bill, as it passed the House, or as it was reported to the Senate by the Finance Committee never can be passed. Those who are in closest touch with the situation seem to feel that if the dyestuff bill is to be passed, it will have to be passed as a straight tariff measure, eliminating all reference to embargoes, or a licensing plan. While the dye bill is not entirely "dead," it may be said to be in a "quiescent" state.

### TROUBLE IN REVIVING TRADE WITH GERMANY

The latest bulletin published by the German central committee for export and import permits of electro-technical products states the method of calculating export prices followed by practically all the German industrial groups which have in hand the control of exports. The sale in German currency at fixed prices has shown that frequently at the time of delivery the exchange has dropped so much in the meantime that the foreign buyer gets his goods for one-half or one-third of the intended price. Against this, the bulletin states, there is but one remedy and that is to sell in foreign currency subject to permission of export. The various trade groups are considering this question. But in principle, it is indicated that goods will be sold in the near future in foreign currency and the price will have to be made with the order and not upon delivery.

The rapid decrease in the value of the mark causes loss in all transactions which have been concluded at a fixed price some months ago. The seller obtains the required amount in marks, but the price of raw material which he needs from abroad has in the meantime increased three or four times and under certain circumstances may be even higher than the price for the manufactured goods. On the one hand is the loss of the German seller and on the other the gain of the foreign buyer.

The report states that a large number of firms close their deals with these conditions taken into consideration. Where this is not done, the firm is legally bound, but the German central committee considers itself under obligation, in order to protect German economics, to refuse permit for exportation under these circumstances. The committee states that it will insist as a firm basis for prices the proportion of "peace prices" to actual foreign prices. These prices have increased 100 per cent. 150 per cent. and 200 per cent. abroad, the report says. Consequently the committee will ask that the peace price be transferred to the peace price in foreign currency as a basis for all orders. An exception will be made in any case where it is proved that the goods were paid for at the time of ordering.

### MANUFACTURERS' TAX ON PERFUMES PROPOSED

The Bureau of Internal Revenue has recommended to the Ways and Means Committee that the present tax on perfumes, cosmetics, and medicinal articles be replaced by a 10 per cent. manufacturers' tax, which it is stated could be collected more efficiently and would bring in a larger revenue.

This is caused by reports reaching the Treasury indicating that the tax under the present law is falling short of the estimated figure, and that a laxity is being shown by the retail trade in the affixing of revenue stamps on goods sold.

A letter is being prepared by the bureau to be sent to all collectors and other agents, calling attention to this laxity. A revised reprint is being made of Regulations 51 relating to the tax on perfumes, cosmetics and medicinal articles. Over one hundred thousand copies of this pamphlet are to be printed and they will be distributed widely to inform the retail trade as to what should be taxed and what should not.

#### MODIFYING AGENT FOR TOILET PREPARATIONS

John F. Kramer, Prohibition Commissioner, has issued a notice to prohibition directors relative to an additional modifying agent for toilet preparations to render them unfit for beverage purposes:

"The following optional modifying agent in addition to those set forth in Prohibition Mim. No. 38, is hereby authorized for use in toilet preparations to render them unfit for use for beverage purposes: Sodium salicylate, 5 grains per fluid ounce."

#### BARBERS' SUPPLIES AND TOILET ARTICLE PERMITS

Manufacturers of barbers' supplies, toilet preparations and similar articles have been experiencing considerable trouble in complying with the rulings of the Internal Revenue Bureau, and in a number of instances their non-beverage alcohol permits have not been issued, pending their compliance with the requirements of the department. The difficulty seems to be that there is no general understanding as to just what the department requires.

#### AMERICAN PHARMACEUTICAL ASSOCIATION

Objection of pharmacists of the country, after being recognized by the Government as legal custodians of medicinal alcoholic liquors, being classified as "Retail liquor dealers" was voiced by L. E. Sayre, president of the American Pharmaceutical Association at the sixty-eighth annual convention held in this city last week.

Charles Gietner, of Missouri, was elected president of the National Association of Boards of Pharmacy which met coincident with the Pharmaceutical Association. Other officers elected for the ensuing year were: Vice-presidents, district No. 1, H. M. Lerou, of Connecticut; No. 2, L. L. Walton, of Pennsylvania; No. 3, M. N. Ford, Ohio; No. 4, Charles Falkenhainer, Iowa; No. 5, A. L. I. Winne, Virginia; No. 6, Edward Dorsey, Kansas; No. 7, E. H. Waldorf, Louisiana; No. 8, F. E. Mortenson, Colorado; and No. 9, Mr. Piercy, Nevada. H. C. Christensen, of Illinois, secretary; J. W. Gayle, Kentucky, treasurer; W. R. Jarratt, of Oklahoma, retired president, member of executive committee.

#### CENTENARY OF THE UNITED STATES PHARMACOPEIA.

In connection with the other conventions in Washington the hundredth anniversary meeting of the United States Pharmacopeia was held. At the concluding session the officers elect for 1920-1921 were installed. They are: Charles Herbert Packard, Boston, president; E. Fullerton Cook, Philadelphia, first vice-president; Charles E. Caspari, second vice-president; W. P. Porterfield, third vice-president; Harry B. Mason (Detroit), L. E. Sayre (Lawrence, Kan.), and F. J. Wulling (Minneapolis), members of the council.

Physicians should be required to write no more prescriptions for whiskey and brandy in a given period now than they wrote previous to 1914, since there is no more necessity for whiskey and brandy now than then, according to Dr. Harvey W. Wiley, retiring president of the United States Pharmacopeial convention. Dr. Wiley opposed placing whiskey and brandy back into the pharmacopeia, whence they were removed at the last meeting, ten years ago.

Dr. Wiley touched the delegates from all parts of the United States when he concluded his presidential address with the words: "My work is about ended. I am at an age when I know my work is about finished."

Dr. Reid Hunt was chosen president of the United States Pharmacopeial, succeeding Dr. Harvey W. Wiley. Other officers chosen were: Dr. F. B. Power, of the Department of Agriculture, District of Columbia, first vice-president; Dr. M. Howard Fussell, of Philadelphia, second vice-president; Dr. W. A. Bastedo, of New York City, third vice-president; Prof. L. E. Sayre, of the University of Kansas, fourth vice-president; Dr. J. F. Anderson, New Brunswick,

N. J., fifth vice-president; Dr. Lyman F. Kehler, bureau of chemistry, Department of Agriculture, District of Columbia, secretary; Dr. W. W. Stockberger, Department of Agriculture, District of Columbia, assistant secretary, and Samuel L. Hilton, District of Columbia, re-elected treasurer.

The board of trustees elected was as follows: Prof. James H. Beal, re-elected, Urbana, Ill.; Prof. F. J. Wulling, University of Minnesota; Dr. H. M. Whelpley, re-elected, St. Louis; Dr. George H. Simmons, Chicago, and Dr. S. Solis-Cohen, Philadelphia.

#### MEMBERS OF REVISION COMMITTEE

The committee of revision, which will labor on the tenth decennial revision of the United States Pharmacopeia, the book of standards of drugs used by the medical profession, was elected as follows:

*Medical*—Dr. J. F. Anderson, New Brunswick, N. J.; Dr. H. G. Barbour, New Haven, Conn.; Dr. W. A. Bastedo, New York City; Dr. H. A. Christian, National Research Council, District of Columbia; Dr. A. R. Craig, Chicago; Dr. C. W. Edmunds, Ann Arbor, Mich.; Dr. B. Fantus, Chicago; Dr. L. P. Hamburger, Baltimore; Dr. R. A. Hatcher, New York City; Dr. E. R. Hodge, U. S. A., District of Columbia; Dr. I. E. Leonard, Atlantic City, N. J.; Dr. G. M. McCoy, Public Health Service, District of Columbia; Dr. L. G. Rountree, Minneapolis; Dr. T. Sollman, Cleveland; Dr. E. R. Stitt, U. S. N., District of Columbia; Dr. H. C. Wood, Philadelphia, and Dr. M. H. Fussell, Philadelphia.

*Pharmaceutical*—H. V. Arney, New York City; C. L. Alsborg, chief bureau of chemistry, District of Columbia; G. M. Beringer, Camden, N. J.; T. J. Bradley, Boston; E. J. Cook, Philadelphia; J. Culley, Ogden, Utah; C. E. Caspari, St. Louis; A. H. Clark, Chicago; A. G. Du Mez, hygienic laboratory, District of Columbia; A. R. L. Dohme, Baltimore; J. Diner, New York City; C. A. Dye, Columbus, Ohio; F. R. Eldred, Indianapolis; J. M. Francis, Detroit; E. N. Gathercoal, Chicago; L. D. Havenhill, Lawrence, Kan.; E. M. Houghton, Detroit; C. B. Jordan, Lafayette, Ind.; C. W. Johnson, Seattle, Wash.; E. F. Kelly, Baltimore; H. Graemer, Ann Arbor, Mich.; C. H. La Wall, Philadelphia; B. L. Murray, Rahway, N. J.; E. L. Newcomb, Minneapolis; F. W. Nitary, New York City; P. S. Pittenger, Philadelphia; W. O. Richtmann, Madison, Wis.; G. D. Rosengarten, Philadelphia; E. A. Ruddiman, Nashville, Tenn.; A. Schneider, Lincoln, Neb.; L. A. Seltzer, Detroit; W. L. Scoville, Detroit, and W. H. Ziegler, Charleston, S. C.

The convention discussed the adoption of general principles to be followed in revising the Pharmacopeia. Among the more important principles adopted was the ninth, relating to the alcoholic percentage in official preparations. The convention accepted the principle, as follows:

"It is recommended that a range of the content of absolute alcohol, by volume, be stated in the Pharmacopeia, accompanying the text, for each preparation containing alcohol."

#### Ajowan Seeds from Seychelles and Montserrat

Investigations which have been made under the auspices of the Imperial Institute Laboratories show ajowan seeds grown in the Seychelles and Montserrat will form an important source of thymol, provided commercial quantities can be produced. The oil yield from Seychelles seed was found to be 9 per cent, as against 3 to 4 per cent from Indian ajowan, so that, although the thymol content of the oil is under 40 per cent, as against 44 to 55 per cent, the proportion of thymol in the seed is much in favor of the African archipelago. The sample of Montserrat seed examined yielded 3.1 per cent of thymol.

#### Valuable Asset to Manufacturers.

(From Edward Schmidt, Toilet Preparations, 2107 Burnet Ave., Cincinnati, Ohio.)

We also join with others in commendation which your journal rightfully merits. We consider your journal a most valuable asset, and think no manufacturer of toilet articles or preparations, should be without it.



# COSMETIC PREPARATIONS

By DR. F. A. MARSEK

## Rolling Massage Creams.

To repeat what has been said previously, one of the most important steps in the successful production of rolling massage creams of the casein type is the precipitation of the casein. Failure as to the formation of a soft and smooth curd, which may be employed to advantage in the manufacture of such creams is very frequent and the possible causes for it are manifold. They may be found in the quality of the milk employed for the precipitation of the casein, or may be due to the process of this precipitation, or finally to the precipitant used.

As to the milk itself, the first requirement is that it must be perfectly fresh. Milk which has turned sour or is near its turning point is not suitable, on account of the fact that it will produce a hard and grainy curd which would be difficult to work into a smooth cream. While it is within the control of the manufacturer to obtain and use only fresh milk, the quality is not always to be controlled. The feed given to the cows, climatic conditions and many other points influence the grade of the milk produced to a greater extent than is usually suspected. This is a factor which cannot be overlooked and it is often due to this that a formula will produce a perfect curd with one kind of milk, while the same formula and process applied with another grade of milk may yield an absolutely unsuitable coagulum.

Last but not least it is of vital importance not to use whole milk. The milk should be skimmed as well as possible or separated by means of centrifugal power. It may be said here that the addition of a trace of ammonia water will aid in the skimming as it will cause the fat to rise more rapidly. The reason why it is essential to use fat-free milk for the precipitation of casein is that if fat would remain in the coagulum it would have a tendency to render the resulting cream subject to rancidity. Although from a therapeutic standpoint I would say that the incorporation of a small amount of butterfat would be an advantage, it is necessary to avoid such incorporation by means of skimming or separating the milk for the reason just given.

As to the precipitants their number is considerable and the processes employed in their use are varied. It is almost impossible to give a set rule that would apply in every case, therefore it will be necessary to mention the different precipitants and the processes for their use separately. At the same time the preservatives and those products which are in themselves not precipitants but necessary, or their use advisable, in connection with the precipitants, will be given.

We may start with the most frequently employed precipitant, alum. The quantity of alum to be used will depend upon the remainder of the ingredients. If the alum alone is used it will be necessary to use from 8 to 9 per cent. to assure the precipitation of all the casein. An addition of from 4 to 5 per cent borax is advisable and about  $\frac{1}{2}$  of one per cent. of the commercial 40 per cent. solution of formaldehyde will serve properly as a preservative. In this case we will add the formaldehyde solution and the borax previously dissolved in hot water to the milk and heat the resulting mixture to not more than 55° C. Then remove from the source of heat and

slowly add under brisk stirring the alum dissolved in water. Then allow the curd to settle to the bottom, decant the liquid, which must be clear, and express the coagulum in a cheesecloth bag. The yield on casein should be about 60 per cent. of the amount of milk originally used. If expressed to the extent of this yield the casein will then contain the required amount of moisture and is ready for the incorporation of the remainder of ingredients.

With alum as the principal precipitant we also may use borax and boric acid in connection. In this case a smaller amount of alum is required, about 5 per cent. and about  $2\frac{1}{2}$  per cent each of borax and boric acid. The same process is followed as above described, that is the solution of borax and boric acid is added to the milk and the mixture heated. However in this case a somewhat higher temperature will give better results. Then again the alum solution is added slowly under constant stirring, the curd allowed to settle, the liquid decanted and the coagulum strained off and expressed until it has the proper moisture contents.

Magnesium sulphate is another ideal precipitant if proper care is taken during the process of precipitation. It is used in a proportion of about 10 per cent. of the amount of milk used. An addition of about 1 per cent. of alum in solution will assure the precipitation of the entire casein contents. Here again the magnesium sulphate is added to the milk in form of a concentrated solution and the mixture heated to about 70° C. but not higher, then the alum solution is added and the heat continued until all of the casein is precipitated. Decantation and extraction of the liquid by means of pressure is in the same way employed as described in the previous examples.

A further precipitant is ammonia of which about 1 per cent. of the stronger ammonia solution with about  $\frac{1}{4}$  per cent. of borax and about  $\frac{1}{8}$  of one per cent. of boric acid is required to separate the casein. The borax and boric acid serve in this case principally as preservatives and are added after the precipitation has taken place.

At this instant the utmost care has to be exercised to heat slowly after the ammonia is added to the milk and not to employ too high a temperature as upon this the quality of the coagulum is entirely dependent.

Finally we may use to advantage tartaric or hydrochloric acid as precipitants for the casein. The quantity of the latter required is about 1 per cent., while tartaric acid requires about 5 per cent. In either of the two cases boric acid or sodium benzoate may be employed as preservatives and the heat should be kept as low as possible to assure a soft and smooth curd.

The quantities of the various precipitants required are given here in percentage figures which are in every case meant to represent per cents. of the amount of undiluted milk used for the precipitation. This does not mean that undiluted milk must be used; on the contrary it is advisable in every case to use milk which has been diluted with about once or twice its volume of water, in some instances even as much as five times its volume. If then a slow precipitation is taking place, that is, if the precipitant is added slowly under constant stirring and overheating is avoided, a better curd will be the result than

when undiluted milk is used. It must further be borne in mind that the percentages of the precipitants required as they are given here are ascertained by means of experimentation and thus are correct only in the same circumstances under which the author has been working when making these experiments. As indicated further above, the quality of the milk may have some influence, as well of course as the purity of the chemicals employed. Dependent upon these points the quantities given here may be somewhat in excess or be insufficient, which however must be ascertained by means of experimentation.

It may be added that in any case, in the manufacture of casein creams, and this is also true of starch creams, formulae are good things to have but are far from assuring success in the manufacture, no matter how good they may be. Skill is an absolute requirement for the production of these preparations and what is said here may be an aid to the manufacturer who has been working on those creams, but surely it is not intended, nor can it serve to make an expert out of a layman. For him it is of as much worth as a cooking lesson "by mail": it sounds good but it tastes differently.

#### SAMPLING ESSENTIAL OILS.

At a meeting of produce brokers held in London recently for the purpose of settling the mode of sampling, etc., of all essential oils, the following was adopted: *China star anise and cassia oils*: 4 per cent. to be sampled, each sample to be separately analyzed. Buyers of quantity under twenty-five cases to be entitled to a sample, not necessarily a dock or wharf sample, but not to claim a fresh analysis. *Citronella and lemon grass oils*: separate sample of each drum and 4 per cent. to be drawn when packed in cases. *Japan mint oil and menthol*: 4 per cent. to be sampled. Buyers of quantity under twenty-five cases to be entitled to a sample, not necessarily a dock or wharf sample. *E. I. rose and gingergrass oils*: Separate samples of each pot. *W.I. lime and bay oils*: One tin from every case to be sampled. *W.I. orange oil*: Every package to be sampled. *Cinnamon and Cinnamon-leaf oils*: 4 per cent. to be sampled of cases, and separate sample of each drum. Buyers of quantity under twenty-five cases to be entitled to a sample, but not necessarily a dock or wharf sample. *Camphor oil, cajuput oil, shiu oil, safirol, linaloc oil, and petitgrain oil*: 4 per cent. to be sampled. Buyers of quantity under twenty-five cases to be entitled to a sample, but not necessary a dock or wharf sample. *Eucalyptus oil*: 4 per cent. to be sampled. One analysis only for each 100 cases or less. Buyers of quantity under twenty-five cases to be entitled to a sample, not necessarily a dock or wharf sample, but not to claim a fresh analysis. For all essential oils the seller has to hand to the buyer, within seven days of date of purchase, the original landing account or a copy thereof, sample or sampling order, inspecting order, and copy of analysis, where the oils are sold on analysis.

#### "Easily the Best Magazine We Get."

(From Patten Perfume Co., Manufacturers of Perfume, Atlanta, Ga.)

Enclosed find check to cover our subscription to your valuable journal for 1920. THE AMERICAN PERFUMER is easily the best magazine we get and we would not be without it if it cost ten times as much.

The special service you render is invaluable and the ads are no less interesting and valuable to us than the news and editorial pages. We wish you all the great success to which you are entitled.

#### GLYCERINE IN FOOD FLAVORS.

(Continued from page 93)

(7) If the words "double strength" or "triple strength" are employed, the flavor should actually be double or triple the standard for alcoholic extracts. A lemon flavor marked "double strength" should contain not less than 10 per cent. of oil of lemon by volume. An almond extract marked "triple strength" should contain not less than 3 per cent. of oil of almond by volume.

#### PURE FOOD AND DRUG NOTES.

(Continued from page 90)

in charge of the Office of Cooperation of the Bureau of Chemistry of the U. S. Department of Agriculture, resigned this position and has accepted the position of secretary of the Institute of Independent Manufacturers of Margarine. The present executive committee of the association includes Guy G. Frary, George L. Flanders, Prof. E. F. Ladd and A. M. G. Soule.

Local arrangements for the convention will be in charge of E. L. Barnhouse, Food and Dairy Commissioner of Missouri. Arrangements for the program will be in charge of Secretary Woodworth. It was decided that there be one strictly executive session for State and national food control officers, and that members of the association meet for daily "round table" discussions during the convention. Committees from national organizations the membership of which comprise food manufacturers and dispensers will be welcomed at the sessions of the convention, except the one executive session mentioned.

#### South Central State Officials Meet.

Food, Feed and Drug Officials of the South Central States held a convention at Chattanooga, Tenn., recently at which food flavors, extracts, non-alcoholic beverages and sodawater flavors were discussed. The convention elected W. F. Hand, of the Agricultural College of Mississippi, president, and Cassius L. Clay, of Louisiana, secretary and treasurer. Other officers elected were J. M. Sample, of Nashville, vice-president; W. F. Fuller, of Bryan, Tex., and R. E. Doollittle, of Chicago, Ill., members of the executive committee.

#### Maryland.

Dr. Frederick C. Blanck, who was appointed Pure Food and Drug Commissioner for Maryland after the death of Dr. Charles Caspari, Jr., has resigned to accept a position with the National Canners' Association. Before entering upon his duties in Baltimore Dr. Blanck was in the service of the Federal Government.

#### New Jersey.

Franklin Dye, who for 30 years was connected with the New Jersey Department of Agriculture, died in Trenton from pneumonia on April 18, aged 84 years. He was recording secretary of the Pure Food Congress, held at Washington, D. C., in 1888, and served with other bodies connected with the initial movements looking to the enactment of the National Pure Food Law. His life was as useful and as busy as it was long.

#### To Study Ways of Making Citrus By-products.

In the expectation of being able to devise ways to commercially prepare the juices and peelings of oranges and lemons, the California Fruit Growers Exchange has just established at Corona a research laboratory, with C. P. Wilson, former chemist for the Exchange Lemon By-products Company, in charge. The laboratory will not undertake to enter into the commercial manufacture of citrus by-products, it was stated, but will try to develop processes and products which can be turned out on a commercial scale by existing by-product companies and others who may engage in such enterprises.



# Flavoring Extract Section

## OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION.

Preparations are going on actively for the eleventh annual convention of the Flavoring Extract Manufacturers' Association, which, as announced in our last issue, will be held in the Kimball Hotel, Springfield, Mass., July 7, 8 and 9. The Entertainment Committee is composed of L. K. Talmadge, chairman; T. W. Carman, F. P. Beers, F. A. Ross and Harry Hirsch. Mr. Talmadge is planning to have a regular old-fashioned enjoyable clambake on one of the evenings, there will be the banquet, of course, and a special trip to Mount Tom, with a luncheon for the ladies, are a few of the sure features. Springfield is in one of the most interesting and picturesque parts of America and the natural environment will lend additional charm to the outing for the members of the association, to say nothing of the important trade matters that will be discussed at the business meetings.

Since the last meeting of the Executive Committee the following circular, headed "This Practice Must Cease," has been sent to all of the members and as it is of much importance to the entire industry we give it in full:

"The officials of this association are continually receiving complaints and reports from many of its good, law-abiding members, to the effect that there are firms manufacturing and selling flavoring extracts who are apparently disregarding the provisions of the National Prohibition Law and the rules and regulations that have been made for its enforcement, and who are going ahead and selling extracts, particularly *Essence of Jamaica Ginger*, in a manner that is in utter disregard of the regulations and the law.

"These firms are reminded that they are not only placing themselves in a position where they are liable to have their permits to purchase alcohol for any purpose canceled for one whole year (thereby putting them out of business), also liable to fine or possible imprisonment, in addition to having to pay to the Government heavy additional taxes on the alcohol that they have used, and other special taxes (thereby taking from them all profits they may have made), but also placing the flavoring extract manufacturing industry of the United States in jeopardy.

"This association has fought to hard and too long for its very existence to put up at this critical time with any practice on the part of any firm, whether a member of this association or not, that is jeopardizing the existence of this association and the extract business at the very moment when the efforts—the almost superhuman efforts—of the association have been crowned with at least temporary success. It will not see the dearly earned results of its hard work uprooted, and its victory lost, because of the misdoings and utter indifference of any firm.

"This association has circularized its members on the subject of the meaning of the Prohibition Laws, and has explained to them the manner in which they must do business to comply with these laws; and it will not be accepted as an excuse from any members that they did not know the law. And as to those who are not members of this association it is not only unfortunate for them that they

are not of our membership, but it is their duty to know and obey the law.

"The officers of the association wish to advise the membership at this time with regard to the sale of flavoring extracts, particularly Jamaica Ginger, that if any member of this association is proven guilty of having wilfully disregarded the law and regulations of the prohibition officials, and the repeated warnings sent out by this association against the sale of flavoring extracts for improper purposes, such member will be dealt with by the Executive Committee as severely and unceremoniously as it lies within the power of the committee so to do. Such member will not only be denied the privileges, advice and assistance of the association, and expelled from the organization, but will also be dealt with in other ways.

"As to firms that do not belong to the association, and who disregard the law, the Executive Committee will take steps to see that they are dealt with, by the government officials who are in a position to reach them and deal with them, according to the law.

"All of our members should understand, as fortunately the vast majority of them do, that this is an association to foster and promote the welfare of the industry, not to fear down and destroy it. Those members, and only those members, who can work in harmony with the object named are entitled to mingle in our midst and be one of us.

"There are many of our members whose flavoring extract business is their main business, and which business has been built up after a lifetime of effort. These members have their money and all of their worldly goods invested and at stake. They cannot afford to—and as good citizens would not—take chances; and they cannot afford to sit idly by and see others take chances that in the end will not only ruin those others, but ruin them as well.

"We feel that all of our members have been thoroughly advised by circulars as to how they can legitimately conduct their extract business, and have been warned to conduct it in no other way. But if there are any of our members who have not received these circulars and who have not been warned, and who honestly do not know how to live up to the law, we refer them to our General Counsel, Thomas E. Lannen, 1238 First National Bank Building, Chicago, Illinois, for such information as they may require, which he will be glad to give.

"It does not seem to us that any further general circularizing will accomplish any good, and our next move in this matter will be to ACT!"

### NON-ALCOHOLIC FLAVORS.

Alcohol is one of the best-known solvents, but it contributes nothing to the flavor of an essence or extract, says the *Literary Digest*. Besides this, it is so volatile that it "bakes out" at a low temperature, and in so doing carries with it the odoriferous principles it may be holding in solution. When this occurs it weakens the product. D. Rollin Barnes in a press bulletin sent out by the Industrial Research Laboratories (Chicago), tells us that alcohol in a flavoring extract has absolutely no value except to dissolve the flavors so that they will mix with the food. He thinks that the National Prohibition Law will have a tendency to discourage the use of alcoholic extracts. One or two States have already passed laws prohibiting their manufacture; others will possibly follow. He goes on:

"The above facts led me to do considerable research work and experimenting to produce non-alcoholic flavor-

ing-extracts, with the result that the problem has been solved. If legislation should become so severe that the manufacture of alcoholic flavoring extracts becomes prohibitive, there are three forms in which flavoring extracts could still be placed on the market—namely, paste, emulsion, and in liquid form.

"The first mentioned have already been tried and considerable money has been made from their sale. Some of the advantages claimed are freedom from spilling, evaporation, and breakage. The second, an emulsion made with the aid of vegetable gums, usually about double the standard strength. The third or liquid form is that with which the public is now familiar. This, I believe, would be the most popular, as appearance and directions are the same as with the flavoring-extracts to which we are now accustomed, and there need be no costly campaign of education.

"Mr. R. O. Brooks, of New York City (formerly State Chemist, New Jersey and Pennsylvania), some time ago in an article on this subject in the *American Journal of Pharmacy* said: 'When citrus extracts were made by actually extracting the oil from the peels, alcohol seemed the natural extracting agent, but now all the essential oils are obtained in another industry and about the only extracting done by the present-day "flavoring-extract" maker is the preparation of vanilla extract. Now, I will agree that alcohol is perhaps the best extracting agent for vanilla beans. I can not agree, however, that because we extract the flavoring constituents with alcohol, we must deliver them to the housewife dissolved in alcohol. Nor is it necessary to deliver the citral of lemon and orange oils in an alcoholic medium, and, of course, every one knows that the terpenes should be kept out of food flavors and restricted to furniture polishes, etc.'

"Mr. Brooks's experiments were with a sugar sirup, mixing it either with a gum, or without, and then using in emulsifying machine. . . . The flavors made without any gum showed no separation on long standing. They were run twice through the machine (which has a speed of ten thousand revolutions per minute), and are translucent, not milky. The vanilla flavors made were no more turbid than the frequent turbid alcoholic extracts. By using the sirup in undiluted form and emulsifying with enough gum, a consistency is obtained for 'tube flavors.'

"I have found in my research work and experiments that it is possible to produce non-alcoholic pure flavors that are very clear, keep well, and have all the strength and appearance of the alcoholic extracts of today, without the interfering odor and flavor of alcohol.

"Mr. Brooks also said, 'Custom is a queer thing, and the housewife's custom of measuring out a spoonful of liquid flavor is deeply rooted, as the manufacturers of the thick emulsified "tube flavors," which are added by squeezing out a drop, have discovered.' In other words, the manufacturer who gives the people what they want and not what the manufacturer thinks they ought to have, is the one who is going to get the business.

#### Exports of Flavoring Extracts.

Exports of flavoring extracts from the port of New York in March were as follows: To—Belgium, \$690; France, \$20; Greece, \$555; Italy, \$5,225; Norway, \$23; Portugal, \$178; Sweden, \$60; England, \$14,692; Scotland, \$194; Bermuda, \$162; Costa Rica, \$337; Guatamala, \$200; Honduras, \$61; Nicaragua, \$46; Panama, \$923; Salvador, \$379; Mexico, \$4,906; Newfoundland, \$457; Barbados, \$248; Jamaica, \$4,366; Trinidad, \$421; other British West Indies, \$924; Cuba, \$9,225; Danish West Indies, \$572; Dutch West Indies, \$205; French West Indies, \$140; Haiti, \$835; San Domingo, \$1,505; Argentine, \$695; Bolivia, \$49; Brazil, \$5,278; Chile, \$591; Colombia, \$3,608; Ecuador, \$622; British Guiana, \$833; Dutch Guiana, \$152; French Guiana, \$12; Peru, \$1,442; Uruguay, \$1,283; Venezuela, \$5,033; China, \$296; British India, \$423; Hongkong, \$124; Japan, \$324; Turkish Asia, \$26; Australia, \$1,622; New Zealand, \$46; Philippine Islands, \$158; British West Africa, \$45; British South Africa, \$615; French Africa, \$20; Kamchatka, \$3; Egypt, \$12; total, \$71,261.

#### SODA WATER FLAVORS MANUFACTURERS.

G. J. Hurty, of Indianapolis, president, and Thomas E. Lannen, of Chicago, secretary and attorney, together with the legislative committee of the National Association of Manufacturers of Soda Water Flavors, have been busy this month in looking out for the interests of the members. Secretary Lannen has collected information about the bills introduced in the various legislatures and other subjects and has transmitted it promptly to the members.

#### PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, flavoring extracts, soaps, etc.

#### FEDERAL.

##### Notices of Judgment Given Under Pure Food and Drugs Act by the Secretary of Agriculture.

Among the Notices of Judgment given under the Federal Food and Drugs Acts, Nos. 6,751 to 6,900, inclusive, sent out recently by the Bureau of Chemistry, Washington, D. C., the following are of interest to our readers:

Of the 150 judgments 33 were for the misbranding and adulteration of olive oil; all of them being connections.

6788. Adulteration and misbranding of oil of birch. U. S. \* \* \* v. 8 50-pound Cans of Oil of Birch. Consent decree of condemnation and forfeiture. Product ordered released on bond. Synthetic methyl salicylate had been mixed with the product.

6803, 6805, 6806, 6808, 6830, 6873, same as above 6788.

6822. Adulteration and misbranding of saccharine. U. S. \* \* \* v. One Can \* \* \* of Saccharine. Default decree of condemnation, forfeiture and destruction. Failed to meet U. S. P. tests and was labeled "soluble saccharine" when it was only an imitation, being a mixture of saccharine and sucrose.

6835. Same as 6822, except that it consisted of saccharine and sugar in equal parts.

6848. Adulteration and misbranding of oil of wintergreen. U. S. \* \* \* v. 1 Can of Oil of Wintergreen. Consent decree of condemnation and forfeiture. Product ordered released on bond. Synthetic methyl salicylate substituted in part for oil of wintergreen and labeled to deceive the purchaser.

6860 and 6861. Substantially the same as 6848. In all three cases the U. S. P. requirements were not met.

#### Testing Jamaica Ginger Under Dry Law.

A test case under the Volstead Prohibition Enforcement act was started in Providence, R. I., when Harold Kelman of this city was held by a Federal Commissioner for the Grand Jury on a charge of selling Jamaica ginger as a beverage. Federal officers said the prosecution was by direction of National Prohibition Director Kramer at Washington, and that it was the first of its kind under the Enforcement act.

#### Food Officials to Meet at St. Louis

The 1920 convention of the Association of American Dairy, Food and Drug Officials will be held at St. Louis, September 28, 29 and 30, inclusive.

Those who attended the preliminary conference were: Guy G. Frary, South Dakota, president of the association; F. L. Woodworth, Michigan, secretary of the association; George J. Weigle, Wisconsin, treasurer of the association; A. M. G. Soule, Maine; Dr. R. E. Doolittle, Chief of Central District for U. S. Bureau of Chemistry, Chicago; and O. P. Merrill, representing J. L. McLaughlin, Illinois.

Fred L. Woodworth, Food and Drug Commissioner of Michigan, has been appointed secretary of the association to succeed J. S. Abbott. Mr. Abbott, who was formerly

(Continued on page 88)



# GLYCERINE AS A SUBSTITUTE FOR ETHYL ALCOHOL IN FOOD FLAVORS

By MELVIN DE GROOTE

(Continued from page 57, April, 1920)

It may be readily seen that such gum emulsions cannot act as extraction agents for vanilla beans. Obviously, in this case the oleo-resin of vanilla or some other concentrated form of vanilla would have to be employed. In passing, it may be well to add that the production of a satisfactory emulsion from an oleo-resin and water, by means of a gum, for instance from the oleo-resin of ginger, vanilla or capsicum, is a great deal more difficult than to produce one from oils of the citrus fruits.<sup>28</sup> However, a product can be made from the beans that is actually a solution and not an emulsion. In fact, the same is true in respect to the imitation vanilla and compound.

The vehicle can be prepared so that it will be harmless and substantially odorless and tasteless. Sometimes the emulsion will separate, and must naturally be considered as deterioration. There is no question but that it is possible to prepare emulsions that are permanent in the usually accepted meaning of the word. In most cases, the permanence of an emulsion cannot be intelligently considered without a simultaneous recognition of the effect of viscosity. For instance, a flavor may be prepared having a viscosity similar to that of cold molasses. This product could be used satisfactorily in a tube flavor. The pressure applied in compressing the tube would force the material through a small orifice. Unquestionably a flavor of such viscosity could easily be prepared so that it would be permanent, and there are, in fact, samples on the market which illustrate this point. However, if such a product were thinned with 10 to 25 per cent of water, so that it could be packed in wide-mouthed glass bottles, it is quite possible that a separation would take place because the nascent emulsion was not stabilized or reinforced by the natural viscosity, as in the case of the undiluted product.

The writer has been particularly interested in this class of flavors in order to determine if a distribution of the flavoring principle can be obtained that will approach the extreme fineness resulting from the precipitation of an alcoholic extract by water. If this is the case, the emulsion flavor would deserve consideration from every member of the industry. In this connection it is pertinent to recall the work of Lewis on steam engine condensates.<sup>29</sup> In steam engine practice the lubricating oil is emulsified with the steam in the cylinders and a separation is necessary before the condensed steam can be used again in the boiler. The case is just reversed from the flavor. The object is to break this emulsion and not to make it permanent or more finely divided. Lewis prepared the oil and water emulsions in three different ways, namely:

- (a) By shaking a small amount of mineral oil (2 c.c.) with a large amount of water (100 c.c.) for 48 hours;
- (b) By boiling a drop of mineral oil with excess water under a reflux condenser for 30 hours; and
- (c) By adding a small amount of mineral oil dissolved in ethyl alcohol to water, when an emulsion is formed immediately.

The most interesting part of the experiments was the

fact that the size of the oil particles was the same regardless of the method of formation. This would seem to indicate that if an emulsion is properly made subsequent division of the essential oil would approach that caused by precipitation of the same oil from an alcoholic extract by excess of water.

Another interesting angle of the flavoring extract work indicates that the definitions that were arbitrarily accepted in the earlier part of this discussion are not entirely sufficient to cover all modifications as occur in the trade. One particular type of extract, for instance that which may be designated as a "reduced alcohol" extract, will serve to illustrate this point. There is a certain percentage of alcohol, below which the required amount of the aromatic constituent cannot be held in solution in an extract. However, this statement is made with more ease than an actual determination. Indeed, before such a minimum percentage of alcohol could be determined, certain arbitrary standards must be accepted. The actual maker of extracts does know, nevertheless, that lemon extract cannot be made with less than 81 per cent of alcohol and in the case of almond extract about 30 per cent is required.

Any chemist, if asked to find a substitute for alcohol in flavors, would naturally turn to glycerine. Actually there is nothing new in this particular point. In fact, glycerine has long been used in various vanillas and its presence in other extracts has been noted from time to time by various analysts.<sup>30</sup> It may be well to quote the following statement from Lewkowitsch:<sup>31</sup>

"Glycerol has powerful solvent properties; it combines in this respect the properties of water and alcohol; many substances dissolve even more easily in it than in either of the two liquids."

A few preliminary experiments will show that in an alcoholic extract, a limited portion of the alcohol, varying with each individual extract, may be replaced by approximately double its volume of glycerine. Such a product may be considered as a "reduced alcohol" extract.

The definition of vanilla extract is as follows:<sup>32</sup> "Vanilla extract is the flavoring extract prepared from vanilla bean with or without sugar or glycerine, etc." In other words, vanilla or tonka extract may contain glycerine as a legitimate constituent, but its status in other extract is not so clear. The following statement is found in the Department of Agriculture Circular C. R. 11-A: "Flavors in which vehicles other than alcohol are used should be labeled so as to indicate that fact."

It is evident that the exact meaning of this statement is not entirely definite. It might be assumed that if glycerine were added to any flavor that its presence would have to be indicated; but glycerine is a legitimate constituent of vanilla extract, and its presence is rarely mentioned on the label. The extract maker usually assumes that the addition of sugar or glycerine to an alcoholic extract does not affect its status or the wording of the label. The probable intention of this regulation is to have a manufacturer of a flavor denote the composition on the label. Products

<sup>28</sup>The recent literature included an interesting patent granted to F. M. Boyles (See U. S. Pat. 1,324,538).

<sup>29</sup>See Kolloid Z., 4, 211.

<sup>30</sup>See Leach's "Food Inspection and Analysis," 3rd Ed., 872.

<sup>31</sup>See Lewkowitsch's "Chemical Technology and Analyses of Oils, Fats and Waxes," 4th Ed., 1, 186.

<sup>32</sup>See United States Department of Agriculture Circular 136, 17.

manufactured from the essential oils, gums and glycerine generally have a statement of the qualitative composition and sometimes the percentage of the flavoring constituent. Such practice prevents the purchaser from confusing the material with an alcoholic extract. In the past, some makers have assumed that the simple wording "non-alcoholic" on their product met the requirements of this regulation.

It is quite possible that the definition of a flavoring extract<sup>31</sup> presented at the beginning of this article had the specific intention of excluding methyl or wood alcohol in any form. There is no need to dwell on the absolute necessity of such action.<sup>32</sup> The Canadian Standards<sup>33</sup> are more explicit in regard to the solvent employed and leave no doubt as to the use of glycerine. The definitions for an extract are as follows: "1. A flavoring extract intended for the purpose of flavoring food, is a solution of correct strength as hereinafter defined of sapid and odorous principles derived from an aromatic plant or parts of a plant, with or without its natural coloring matters; and conforms in name to the plant used in its preparation."

"2. The usual solvents employed in the preparation of flavoring extracts are ethyl alcohol, water and glycerin. In the event of any other solvents than ethyl alcohol, water, and glycerin being used, such solvents shall be harmless to the health, and their names shall be plainly stated on the label."

The truth is that glycerine has been employed for a long time in connection with alcohol in vanilla extracts. In most cases the manufacturer has considered glycerine in the same capacity as sugar. The glycerine was usually added with the object of giving sweetness and adding body or viscosity to the extract. It is interesting to note that Dean and Schlotterbeck<sup>34</sup> concluded that sugar does not increase the color of the extract and should be added to the percolate, whereas glycerine tends to increase the color. Likewise, Winton and Berry<sup>35</sup> found that glycerine gives a deeper colored extract when used in conjunction with alcohol than when the same amount of alcohol was used alone. This effect on the color suggests that the glycerine has acted as a solvent for the resinous material in the beans.

### Experimental.

In view of the preceding, it was decided to determine, first, to what extent glycerine exerted a solvent action on the resinous material in the bean, and, second, if this action was sufficient that glycerine could be used alone as a solvent in the manufacture of non-alcoholic vanilla flavor.

#### EXPERIMENTAL SERIES I.

3.5 g. of oleo-resin of vanilla.

100 cc. of C. P. glycerine.

The two substances were placed together in a casserole and warmed to 150° F. They were then rubbed together with a spatula until intimately mixed. The solution was allowed to stand for two weeks until a slight precipitate had settled. This precipitate was filtered off and its weight

was found to be less than 0.25 g. An alcoholic extract was then prepared from the same oleo-resin with a 40 per cent alcoholic solution. There was a similar residue on standing which amounted to 0.10 g. from 3.5 g. of oleo-resin.

Per cent. insoluble matter in glycerine= 7.2  
Per cent. insoluble matter in 40 per cent. alcohol=2.9

The filtrate from the glycerine was slightly darker than the alcoholic extract, although absolute comparison was impossible, due to a faint turbidity which was not removed by filtration.

The strength of the two products were compared by adding two teaspoonsful to a pint of sweetened water. The strength seemed to be the same in both cases.

Vanillin is much more soluble in glycerine than in water, so that it is evident that the precipitate which occurred in the glycerine product could not be vanillin. The product, after being dried on the filter paper, was agitated with a small amount of 50 per cent. alcohol. The material did not go into solution or impart a vanilla taste to the alcohol.

#### EXPERIMENTAL SERIES 2, 3, 4, 5 AND 6.

*Experiment 2.*—50 g. of ground Tahiti vanilla beans were digested with 500 cc. of C. P. glycerine for two weeks. The mass was agitated frequently at a temperature of 150° F. After two weeks, the extract was filtered from the bean residues.

50 g. of ground Tahiti vanilla beans were digested with 500 cc. of 50 per cent. alcohol for one week. The mass was agitated frequently at a temperature of 110° F. At the end of the week the extract was filtered off.

Both extracts exhibited about the same depth of color, although the glycerine extract seemed to be darker. Exact comparison was impossible due to the turbidity of the glycerine product.

In both cases, the residual beans were macerated with water and the water was then forced out in a small cider press. This process was repeated until the washings were colorless and showed very little turbidity. The extracted beans were next digested for three days with 50 per cent. alcohol, in quantity sufficient to cover them at a temperature of 110° F. The alcoholic extracts from the exhausted beans were of the same color in both cases and had practically no flavoring strength. This would seem to indicate that the beans were extracted almost as completely by the glycerine as by the 50 per cent. alcohol.

*Experiment 3.*—Bourbon vanilla beans were treated as in Experiment 2.

*Experiment 4.*—South American vanilla beans were treated as in Experiment 2.

*Experiment 5.*—Mexican vanilla beans were treated as in Experiment 2.

*Experiment 6.*—Angostura tonka beans were treated as in Experiment 2.

An "extract" prepared with glycerine differs from the alcoholic extract in two noticeable ways. In the first place the alcoholic aroma is absent. Glycerine, furthermore, has such a low vapor tension that there is no noticeable characteristic odor. In fact, the natural vanilla odor is retained and is not so evident.

The viscosity of a glycerine "extract" is higher than that of an alcoholic product. This viscosity due to the glycerine is augmented by the solution of gummy material from the beans. This gummy extractive substance causes a "stringiness" in the extract. Such a gumminess is undesirable in

<sup>31</sup>See United States Department of Agriculture Circular 136, 15.

<sup>32</sup>The use of denatured alcohol or wood alcohol was rare even before the advent of the so-called pure food laws. Pennsylvania Department of Agriculture Bulletin 285 records in more than 200 samples, one sample that contained wood alcohol. This particular sample, however, was 14 years old at the time of publication (1916).

<sup>33</sup>See Canadian Order-in-Council, March 31, 1919; or J. Soc. Chem. Ind., 36, 609.

<sup>34</sup>J. Ind. Eng. Chem., 8, 607 and 703.

<sup>35</sup>United States Department of Agriculture Bulletin 152, 146.



a first-class product and occurs even when a solvent having a low amount of alcohol is used in commercial processes. Gums are usually soluble in water, and to a certain extent in glycerine, but are apt to be insoluble in alcohol. Tonka extracts do not show such a gummy property because there is no gum in the tonka bean similar to the one in the vanilla bean. The Tahiti beans quite naturally exhibited the most gumminess and the Mexican beans the least.

In order to prevent this undesirable property, and to remove any possible doubt as to the completeness of extraction, the experiments were repeated using a solvent composed of half glycerine and half alcohol. After extraction, more glycerine was added and de-alcoholization was accomplished by vacuum distillation.

#### EXPERIMENTAL SERIES 7, 8, 9, 10 AND 11.

*Experiment 7.*—A 50-g. portion of ground Tahiti vanilla beans was treated with a mixture of 250 c.c. of alcohol and 250 c.c. of glycerine. A reflux condenser was employed to reduce the loss of alcohol to a minimum. The period of extraction was the same as in the second experimental series.

After the two-week period of extraction was completed, another 250 c.c. portion of C. P. glycerine was added to the extract. The extract was then subjected to distillation in a glass distilling flask of the type which is usually employed in laboratory work. The alcohol and at least a part of the water were distilled out by means of a bath of boiling water and a vacuum pump which reduced the pressure of about  $\frac{3}{4}$  of one pound inside the flask, as compared to an atmospheric pressure of 15 pounds per square inch. The alcohol was collected in the receiver and the loss during the process was calculated. The average loss was about 5 per cent. The alcohol was evaporated to determine whether or not a portion of the volatile aromatic compounds was carried over in the vacuum distillation. The residue indicated practically no loss from this source.

The extracts were filtered from the bean residues at a temperature of about 100° F. The tonka extract showed no particular merit over the one produced directly from the bean. In each of the vanilla extracts the color was even darker than the glycerine extract, which apparently indicated that the alcohol and glycerine solvent as described had a more powerful solvent action than glycerine or 50 per cent. alcohol solvent.

In comparing the same extract from the various grades of beans, it is rather remarkable that, in many ways, the odor of the lowest priced bean, namely the Tahiti, should give such an excellent product. This is possibly due to the fact that the oily matter in the Tahiti bean was not extracted and as a result the rather fruity aroma of this particular bean was more predominant.

*Experiment 12.*—In order to decrease the loss of alcohol, the experiment with Tahiti beans was repeated, using half-and-half alcohol and glycerine solvent. A closed type autoclave was used instead of a reflux condenser. After extraction in the same way as before, the bean residue was filtered off and the additional glycerine added. This had the advantage that, during the latter part of the subsequent vacuum distillation when the solvent would be practically alcohol-free, there would be no bean-residue in the distilling flask. Hence there would be no possibility of extracting gummy material. The results showed that the alcohol loss was not materially decreased, but that the flavor of the extract was improved.

These observations on the preparation of non-alcoholic

vanilla are entirely of a preliminary nature. The many possibilities for improvement over the methods described are obvious. Experiments are under way in which the beans will be extracted with half alcohol and glycerine at ordinary room temperature. By this cold process of extraction it is hoped that a much better product will be obtained. It is also intended, rather than actually to distill the alcohol out in the manner of the above samples, to introduce the glycerine-alcohol mixture in a spray or fine stream into a chamber held at a much lower temperature and thus eliminate the alcohol without "cooking," in a fashion somewhat similar to the preparation of powdered milk. The possibility of adding water to the final extract without precipitation of vanilla resins is of prime importance, since it would lower the cost of the solvent. Experiments have indicated the possible advantages to be gained by adding glycerine to the ordinary alcoholic extract of vanilla before percolation.

Glycerine has a food value in the same sense as sugar. It is interesting to note that there are cases on record where as much as two pounds of glycerine have been taken internally per day for a considerable period without injurious effects.<sup>30</sup> In fact, the *Dispensatory*<sup>31</sup> defines the action of glycerine clearly in the following statement: "All our physiological evidence goes to show that glycerine has, unless in very immoderate quantities, no distinct physiological or therapeutic properties other than those of a feeble laxative."

The difference between the definition of an extract and the composition of many commercial extracts has been indicated in this article. Likewise the use of glycerine will naturally increase because it offers the manufacturer an opportunity to decrease the alcoholic content of a product without affecting its standard of merit. It is hoped that in the near future the legal definitions will be revised so as to render them as clear and concise as the Canadian Standards.

In the non-alcoholic flavors there is an urgent necessity for complete and explicit standards in regard to labelling, quality and strength. The following suggestions are offered at this time to makers of non-alcoholic products and to those that contemplate their manufacture.

(1) A product should not be labelled "non-alcoholic" if it actually contains alcohol, even though the amount may be relatively small.

(2) A manufacturer employing non-beverage alcohol in gum emulsions or similar products should be careful to see that the exact requirements of the law are met in every way.

(3) Flavors should be made in strengths at least equal to the alcoholic standards.

(4) If a flavor is manufactured for which there is no alcoholic standard, such as a lime flavor, a reasonable standard should be observed. In this case, it would be well to use not less than 5 per cent. of oil of limes by volume, as in lemon or orange extract.

(5) In cases where flavors are manufactured from the terpeneless oils, the flavors should be designated as "terpeneless flavors."

(6) Flavors should not be marked "concentrated." The use of this word, without further qualifications, indicates nothing and may be deceptive.

<sup>30</sup>Deut. Med. Wochschr., 35, 1706.

<sup>31</sup>United States Dispensatory, 19th Ed., 589.

(Concluded on page 88)



Miss Eleanor Rockhill, daughter of the late Clayton Rockhill, who for many years was prominent in the essential oil business of this city, was married in the Church of the Heavenly Rest on April 17 to Mr. Loren Francis Collins of Chicago.

Dr. F. A. Marsek, who is well known to our readers through his excellent series of articles on toilet preparations, is now connected with the Palmolive Company, Milwaukee, devoting his attention to special development work.



DR. F. A. MARSEK

Dr. Marsek has had unusually good training for his life work, being a graduate of the University of Vienna. His first commercial work was done with European manufacturers of raw materials and perfumes, toilet preparations and soaps, and in 1913 he came to this country for the purpose of learning American methods. With the advent of the war he decided to remain, and soon established a consulting laboratory for research work. His services were soon sought on a permanent basis, and before taking his present position he was in charge of production of the toilet cream and perfumery departments of the United Drug Company.

Dr. Marsek is a gentleman of very agreeable personality, and as he is a hard worker and well grounded in his profession, a career of wide usefulness is open to him.

Messrs. O. A. Brown & Co., Inc., are now installed in their new quarters, 246 Pearl street, New York. Mr. O. A. Brown, president of the company, sailed on May 15 on the *Finland*, and will be away two months visiting his principals in France and Switzerland: Montaland, Seve, Lefevre & Co., successors to Pilar Freres, Grasse and Hyeres, France, and Chemical Works Flora, Dubendorf-Zurich, Switzerland.

Mr. Paul Shue Hong Lee, manager of production of Ezra & Bostwick Soap Co., Shanghai, China, was a recent visitor to our office. He has been in this country several months buying machinery and will return to China in June. Mr. Lee spent three years here, returning to China about four years ago after having had a thorough experience in soap manufacture with several American concerns.

Mr. and Mrs. Walter T. Hathaway sailed for Europe on the *Lapland* May 8, and will be gone several months. Mr. Hathaway is in charge of the purchasing department of Colgate & Co. and has been connected with the firm for over a quarter of a century.

Mr. F. E. Watermeyer, president of Fritzsche Brothers, Inc., essential oils, New York city, completed twenty-five years' of service with the firm on May 1 and the occasion was properly celebrated, the seventy employees presenting a handsome silver service to him. There also were flowers to grace the presentation. Mr. Watermeyer responded in an appropriate manner and bestowed gifts upon the donors. Mr. Watermeyer now enters the Fritzsche Quarter Century club, which also has these members: Mr. F. H. Leonhardt, vice-president, April 15, 1894, 26 years; Mr. Julius Koehler, August 26, 1887, 32½ years; Mr. W. A. R. Welcke, treasurer, September 7, 1885, 34½ years; Mr. Ralph R. Redanz, July 15, 1894, 26 years. After the presentation the Quarter Century Club had dinner.

Davis & Lawrence Co., have changed their address from 10 Christopher street, to Bronx Boulevard and 238th street, New York city.

Mr. F. X. Dietlin, of Ricardo Gomez & Dietlin, New York, sail from New York, April 24 on the *La Touraine*. He expects to stay in Europe about five months.

Earl H. Weidling and S. R. Rubin, trading as the Pharmaceutical Specialty Co., New York, it is reported, are no longer operating under that style. For two years or so they conducted business at various locations, buying and selling essential oils, synthetics, etc., and about a year ago persons who were interested lost all touch with them.

Several creditors tried to enforce collections of their claims by suit, and in one instance the answer filed by the defendants stated that they were "infants," being about 19 years of age, and could not be sued. In these circumstances our readers may be glad to receive this information so they can keep the young men in mind for possible future reference. Comment is unnecessary.

Mr. E. Bourdois, French representative for Colgate & Co., B. T. Babbitt, Inc., Enoch Morgan's Sons Co., and Chesebrough Mfg. Co., sailed for France on the *Leopoldina* May 11, after a short visit to his principals.

Devillers Soap Co., Inc., owing to the necessary extension of its manufacturing department, 95-97 Cliff street, New York, has moved its main office to the Sun Building, 150 Nassau street.

Sethness Co., flavoring extracts, etc., Chicago, has opened a branch office in Denver, under the management of H. E. Allen, who has been with the company eight years, except when he was in the army, and who will have as his assistant, C. H. Weaver. The company also has opened a branch in Pittsburg in charge of L. L. Balch, assisted by G. G. Balch and M. M. Marx.

M. François Xavier Goby, senior member of the firm of Tombarel Freres, Grasse, France, has been nominated as chevalier of the Legion of Honor by the President of France. M. Goby is a prominent figure in the French perfume material industry and has been active in civic and industrial affairs in the Riviera. For many years he has served as a member of the municipal council; also as president of the Syndicate of Perfumers; vice-president of the Chamber of Commerce, etc.



FRANÇOIS XAVIER GOBY

At the meeting of the St. Louis Drug and Chemical Club, May 12, in the Planters Hotel, the following officers were unanimously elected:—President, C. F. G. Meyer, Meyer Brothers Drug Co.; vice-president, O. L. Biebing; secretary, G. S. Robins; treasurer, J. H. Howe. For members of the Board of Governors:—George R. Merrell, Paul Wieland, C. E. Caspari, G. D. Merner, R. T. Whitelaw, E. I. Hopkins, C. F. Linhardt.

Florasynth Laboratories, Inc., manufacturing chemists, have decided to consolidate their general offices, laboratories, warehouse and factory as a matter of efficiency and to afford better and additional facilities for handling their business. All communications and deliveries of raw materials should in the future be addressed to Olmstead and Starling avenues, Unionport (Borough of the Bronx), New York.

Straus Bros. Co., Chicago bankers, are offering \$500,000 worth of 7 per cent cumulative preferred stock in the Sherer-Gillett Co., for more than half a century engaged in the manufacture of flavoring extracts, grocers' furniture, etc. The financial statement presented with the offer makes an extremely creditable showing, the January 1, balance sheet showing totals of \$1,708,120.09, the surplus being given as \$1,289,368.92. The object of the stock issue is to further expand a prosperous and growing business. Mr. Samuel J. Sherer, former president of the Flavoring Extract Manufacturers' Association, is president of the

Sherer-Gillett Co. and Mr. William G. Sherer is vice-president. The company started sixty-eight years ago and now with it are three men giving daily attention to business who have been so engaged for more than forty years.

As a site for a new factory, V. Vivaudou, Inc., New York city, has bought a plot in the Bronx comprising forty-six lots containing 122,600 square feet and having a siding from the New York, New Haven and Hartford Railroad. The land acquired consists of a plot fronting 375 feet on the east side of Southern Boulevard, between 156th street and Leggett avenue, through to Whitlock avenue, where it fronts 275 feet; also the plot directly opposite, fronting 318 feet on the east side of Whitlock avenue, 175 feet on 156th and 323 feet along the New York, New Haven and Hartford tracks. The cost of land and buildings is estimated at \$1,000,000.

Mr. J. B. Magnus, treasurer of Magnus, Mabec & Reynard, Inc., New York, started on a Mid-west trip May 21st, going to Detroit, Chicago, and St. Paul. In the latter city he will attend from May 25 to 27 the convention of the Manufacturing Confectioners' Association. On his way back to New York he will spend several days in Chicago with the Chicago representatives of the company, Messrs. Cooper & Schuesler, 8 South Dearborn street.



JOSEPH B. MAGNUS

Next month Magnus, Mabec & Reynard will publish a special catalogue, including as an important feature information concerning the leading brands of domestic and imported filter paper which the company handles.

Mr. C. H. Alker, manager of the essential oil department of Orbis Products Trading Co., New York, with Mr. Charles S. Fitzsimmons, son of Mr. C. J. A. Fitzsimmons, president of the company, returned to New York on the *Leopoldina* May 4, after a two months' visit to France. Mr. Alker reports conditions in France as not the least improved in the perfume raw material industry since the armistice, and that they will continue very hard. Very little coal is available and labor is extremely scarce. In Mr. Alker's opinion the prevailing price for floral products should be no bar for their purchase by perfumers and other users, as the main question is one of the actual supply of these products, and further increase in market quotations is likely.

Mr. and Mrs. A. L. Van Ameringen sailed for Europe May 22, on the *Noordam*. They will visit Holland, France, Spain, Italy and England and will be away about three months. One of the primary purposes of this trip is to arrange for a larger proportion of Polak & Schwarz's output for the growing trade in this country. Mr. Van Ameringen is the American representative of Polak & Schwarz, Zaandam, Holland.

Leopold Schwarz, proprietor of Polak & Schwarz, Zaandam, Holland, founder of the business, died suddenly on May 4, at the age of 56. He is survived by his wife, three daughters and one son, Samuel, who succeeds to the management of the business.

In 1889 Mr. Schwarz founded the business in Sutphen, Holland, on a small scale, supervising personally the manufacture and sale of the products. Fruit essences were the initial articles offered, and later a line of synthetic perfume materials was prepared.

About five years later the growth of the business required much larger facilities, which were secured in Zaandam, and about forty-five years ago a branch factory was established in Bois Colombes, near Paris, principally for the manufacture of synthetics. Three years ago another plant was established at Nymegen, Holland, and another is now being built in Hilversum, Holland, and will be ready for operation in August. About 800 persons will be employed at that plant alone. This remarkable growth will give a better idea of the untiring energy of Mr. Schwarz, as the progress of the company has been largely due to his initiative and judgment.

Mr. Allen S. Hubbard, of Hartford, Conn., is building a perfumery plant in Burnside, a suburb of that city.

Mr. and Mrs. Warren E. Burns, who are on a tour of Europe, stopped off at Monte Carlo on April 25. Mr. Burns, who is vice president of the Compagnie Morana, New York, notes this fact: "This game is lots easier than finding a supply of flower oils. All oils are very scarce." But Mr. Burns has not finished his trip.

Joan Janssen, special representative of Polak & Schwarz, Zaandam, Holland, arrived in New York, May 11, en route to the Orient to visit the company's agents in Canada, Japan, China and the Philippines.

B. T. Babbitt Inc., manufacturer of soaps and cleansers, has combined its premium department with the advertising department, and has placed Mr. J. B. Miller in charge. Mr. Miller, who succeeds Mr. E. C. Looker, Jr., as advertising manager, was formerly at the head of the premium department.

Mr. D. Kronish, chief chemist of the toilet preparations manufactured by Adolph Klar has been placed in charge of the laboratories in their new building at 128 East 16th street, where the entire manufacture of the domestic toilet preparations of this firm is now being carried on. The showrooms remain at 221 Fourth avenue.

Mr. J. Ellerstein, sales manager, is on an extended trip through the country, securing contracts from manufacturers for the ensuing year for rouge, face powder compacts, eye brow pencils, lip rouge, nail sticks, etc. This house makes a specialty of manufacturing this class of goods in bulk and in metal and cardboard containers with the trade mark insignia of the firm. Mr. Ellerstein reports that already he has closed contracts with some of America's foremost manufacturers.

Mr. Carl F. G. Meyer, president of Meyer Bros. Drug Co., St. Louis, and also president of the Convention Bureau, was the toastmaster at the luncheon given May 12,

at the American Annex by the St. Louis Chamber of Commerce to the delegates to the Southern Wholesale Grocers' Association.

General offices of the Hewitt Bros. Soap Co., Dayton, Ohio, have been moved to Chicago, but the factory will stay at Dayton and will be enlarged and improved.

Mr. F. L. McCartney, New York manager for the Monsanto Chemical Co., St. Louis, is at the home office during the absence in Europe of Mr. Queeny, president of the company. Mr. McCartney is expected to return to New York about June 1.

One thousand and five hundred barrels of resin and glycerine, valued at \$30,000, were destroyed by fire which swept the storage yards of the Proctor & Gamble Soap Co. at Ivorydale, Cincinnati, on May 8. Starting from a spark from a locomotive, the flames spread so rapidly that within a few minutes the pile of barrels had been ignited. The heat consumed the water thrown by the firemen before it struck the wall of fire and it blew back as steam. Trenches were dug around the burning pile of barrels which was nearly an acre in extent, and men from the Proctor & Gamble Co. carried all movable property from the danger zone. The stream of scalding resin and glycerine ran into the trenches where they could do no further harm. The fire practically burned itself out.

On April 24, 1920, Justice John V. McAvoy of the New York Supreme Court, signed an order enjoining Albert M. Young from disclosing any of the formulae or trade secrets of the Northam Warren Corporation, manufacturers of the Cutex preparations or any other confidential information which Young obtained while in the employment of the Northam Warren Corporation in their manufacturing department. The Northam Warren Corporation alleges that the defendant made an attempt to sell confidential formulae obtained while in their employment to a competitor, hence it sued for an injunction, which was not contested. This order of Justice McAvoy is in line with the practice in a number of recent cases where the courts have prohibited employees from divulging trade secrets or formulae.

The Stanley Manufacturing Co., of Dayton, Ohio, has increased its capital stock from \$50,000 to \$200,000. The company has outgrown its present quarters and plans the erection of a two-story factory. The company manufactures bronze and brass labels for perfume and toilet goods wrappers. A large part of the company's business is done in foreign countries, French perfume manufacturers sending to the company for wrappers. Work on the new factory will be started at once.

The stockholders of the American Chicle Co. have approved the plan of the directors to change the par value of the common stock from \$100 to shares of no par value and increase the number of shares to 162,500 by issuing 82,500 additional shares of no par value, to be offered for subscription at \$40 per share to both the preferred and common stockholders to the extent of three-quarters of their holdings, as of May 6, 1920, payments to be made at the option of the subscriber either in full on May 17, 1920, or 25 per cent on May 17, 25 per cent June 10, 25 per cent June 30 and 25 per cent July 20.



The De Pree Chemical Co., Holland, Mich., has amended its name to the DePree Co. Mr. Con De Pree is secretary, treasurer and general manager.

Mr. O. H. Hewlett, Jr., formerly associated with Rockhill & Victor, is now manager of the chemical department of Ralph L. Fuller, Inc., 81 Fulton street.

Mr. Burton T. Bush, president of Antoine Chiris Co., New York, returned to this country on the steamer *Lorraine* April 26. Mr. Bush was in Paris for consultation with the heads of the parent company.

Mr. Louis A. Waltke, vice-president of William Waltke & Co., soap manufacturers, of St. Louis, Mo., was in New York recently on a visit.

Announcement is made of the death of Mr. William D. Henderson, president of the Henderson Lithographing Co., Cincinnati, which occurred on Wednesday, May 5.



THE LATE W. D. HENDERSON

By the death of Mr. Henderson, the lithographic business loses one of its energetic pioneers. Mr. Henderson started in the business as office boy at the age of fifteen, with the Ehrigott-Forbriger Co., of Cincinnati, Ohio. At this time, 1861, all lithograph printing was done on old style hand presses, later, through the efforts of Mr. Henderson and associates, the first power press was installed in Cincinnati. In 1876 Mr. Henderson became vice-president of this concern, which was eventually changed to the Henderson Lithographing Company in 1890. In 1908 he built the Henderson plant at Norwood, Ohio, which is recognized as one of the leading lithographic concerns in the country.

Mr. Henderson was greatly interested in the arts and crafts schools connected with the lithographing business, and did much to help them, having served several years on various committees in connection with them.

We are advised by Botu Pappazoglou & Cie., Kazanlik, Bulgaria, (Ungerer & Co., American agents, New York), that the two present partners in the business are Messrs. Alexandre B. Pappazoglou, son of the late Botu D. Pappazoglou; and Ivan Iv. Sallabacheff, son of the late Ivan P. Sallabacheff, who was formerly Minister of Finance, and Minister of Justice in the Bulgarian government.

The firm is among the oldest of the distillers and exporters of Otto of Rose and is well known throughout the world.

Mr. Maurice Levy, the progressive manufacturer of powder puffs, eyebrow pencils, lip sticks, nail polish and other toilet articles, has moved to new quarters in the Hygienol Building, 120-122 West 41st street, New York. The new telephone number is Bryant 959.

Arthur Colton Co., pharmaceutical machinery, Detroit, Mich., has moved its New York office to 59 Fourth avenue, near 9th street, where Mr. Doane Hage, the company's representative, is in charge. Telephone: Stuyvesant 8128.

Among the new members admitted to the New York Merchants' Association are the following:

National Filter Cloth and Weaving Company, Mr. Albert S. Prior, treasurer, 57 Hope street, Brooklyn—Manufacturers filter cloth for chemicals, colors, varnishes, soaps and oils.

Pharma-Chemical Corporation, Mr. Albert J. Farmer, president, 1570 Woolworth Building—Manufacturing chemists.

Sherman, George E., Co., Inc., Mr. George E. Sherman, president, 153 Classon avenue, Brooklyn—Textile soaps and oils.

Frederick E. Rueckert, vice president of the White Metal Manufacturing Co., Hoboken, N. J., was shot by a masked burglar in his home, 1127 Washington street, in that city, early in the morning of May 9. He died in a hospital a few hours later. The crime evidently had been planned ahead, according to persons conversant with the case. A rope ladder was used to enter his bachelor apartment in his absence and on his return he was attacked as he was turning on the electric light. While robbery was the generally credited motive the assassin stole nothing, evidently having been frightened away. Mr. Rueckert was engaged to be married and had many friends. He was very well liked by his associates and the employes in the White Metal Mfg. Co., and in the trade.

Funeral services were held on May 12 and were largely attended, many of those in the trade being present. Mr. Rueckert's body was cremated on May 13 in the North Jersey Crematory, North Bergen.

Cornelius W. Van Zile, 50 years old, who, with his brother, Edward K. Van Zile, manufactured soap, committed suicide, May 14, by shooting himself at his home, 24 Bonn Place, Weehawken, N. J. About two weeks previously he bought the interest of his brother in the soap plant. Ill health was said to have caused him to take his life.

Mr. Geo. V. Gross, of Geo. V. Gross & Co., 30 Old Slip, New York, returned May 10 on the *Canada* from a four months' trip to France and Spain.

Mr. Gross made arrangements to represent as exclusive American agents the following firms: F. Varaldi, Cannes, France, makers of concrete flower essences, orris, oak moss, essential oils, etc.; Union de Destiladores de Esencias de España (S. A.), Malaga, Spain, distillers of rose-mary, lavender, thyme, and other essential oils.

Mr. Jos. DeLorme, president of the DeLorme-Holman Co., Chicago, who is on a two months' trip to Europe, at last accounts was in Barcelona, Spain, from whence he sends us an inspiring view of that ancient city.

Hoffman-La Roche Chemical Works, Inc., have moved their offices to the Roche Building at 19 and 21 Cliff street, New York. Telephone: Beekman 561.

Starting May 1 parcel-post packages, ordinary and registered, for Switzerland are accepted up to a weight limit of 11 pounds, packages not to be nailed or sealed, but if fastened with locks to be accompanied by necessary keys. Packages are transmitted by the way of Germany, and for each package accepted there will be a transit charge of 10 cents, to be paid by postage stamps affixed to the wrappers, in addition to the stamps necessary to pay the postage, at the rate of 12 cents a pound or fraction of a pound. Pending the receipt of a list of articles prohibited transmission in the parcel post to Switzerland, postmasters will refuse to accept foodstuffs of a perishable nature and the articles prohibited by section 180, page 174, of the Annual Guide for 1919.

Mr. W. B. Hicks, formerly chemist in the United States Geological Survey, is to take charge of analytical research for the Solvay Process Company, Syracuse.

The attached item was copied from the *Pennsylvania Chronicle and Universal Advertiser* of Monday, April 25, 1768. The Mr. John Sparhawk referred to is one of the paternal ancestors of Mr. Charles V. Sparhawk, New York essential oil importer and dealer, 278 Pearl street. His ancestor was evidently a man of importance in the Philadelphia importing business, and Mr. C. V. Sparhawk is following in his footsteps in lively fashion. The announcement is reproduced literally:

JOHN SPARHAWK. Has Fresh imported, in the Unity, Capt. Story, A Fresh assortment of DRUGS and MEDICINES, the very best in their kinds, which he will dispose of, on the lowest terms, at the store lately improved by Mr. Rivington, in Market-Street, near the Coffe-House; among which are,

A quantity of saltpetre in casks, camphire, saffron, Peruvian bark, marble Mortars, a few Morocco pouches of pocket instruments of the most accomplished execution; genuine Turlington's balsam, Walker's Jesuits drops and specific purging remedy, Greenough's tincture for the teeth, tooth-powder and brushes, Dr. Hill's medicines, viz. balsam of honey, tincture of sage, tincture century, spirit of scurvy grass, essence of water-dock, etc., Daffy's elixir, Godfrey's cordial, Anderson's pills, female pills, Lockyer's pills, Bate-man's drops, British oil, eau de luce, capillair, King's honey water, Bostock's cordial, Squire's grand elixir, urinals, weather-glass tubes, nipple shells, nipple pipes, straight and crooked. He has a large quantity of phials, and would dispose of them in sorts, or the small sizes separate, something lower than common for cash.

To be had at the same place, a few casks of Coffee and Pimento.

M. S. Orth has resigned as president and director of Marden, Orth & Hastings Co., Inc. Mr. Orth still retains his stock interest and is one of the three largest stockholders in the Industrial Ownership Co., which owns all the stock of Marden, Orth & Hastings Co., Inc. A meeting of the stockholders of the latter company was held

March 29 and the following directors were elected—F. W. McKee, S. L. G. Sutherland, Walter O. Hastings, A. C. Trask, James B. Brown, W. M. Pepper and W. G. Heath. The board later elected the following officers—F. W. McKee, first vice-president and chairman of the board; S. L. G. Sutherland, vice-president and treasurer; F. W. Marden, vice-president; Walter O. Hastings, vice-president and secretary; A. C. Trask, vice-president; J. A. Shepherd, assistant treasurer; William Schroeder, assistant secretary. As yet the office of president has not been filled.

According to the tax return for 1920, made to the St. Louis Assessor, that of Edward Mallinckrodt, president and treasurer of the Mallinckrodt Chemical Works, was the second largest, being \$535,050. In 1919 he made a return of \$441,670. This shows an increase of \$93,380 for 1920. His son, Edward Mallinckrodt, Jr., made a return of \$159,240 in 1919. In 1920 his return was \$166,780.

Mr. Carl L. Victor, of Rockhill & Victor, New York, has been elected an active member of the Philadelphia College of Pharmacy.

Mr. William H. Campbell, president of Charles F. Garrigues Co., Inc., has returned to New York from a five weeks' tour of the western branches of the company. Mr. Campbell spent most of his time in San Francisco at the recently opened branch in that city. Horace Holley, who has been chosen as Pacific Coast manager accompanied Mr. Campbell on his return as far as Chicago where he took charge of the Chicago branch in the absence of Mason Harker at the Cottonseed Oil convention in New Orleans. Mr. Harker and Mr. Holley are expected to reach New York in the near future for consultation with the officers of the company. The Garrigues organization now consists of the following as either principals or associates:—Charles F. Garrigues Co., New York, Chicago, San Francisco; Garrigues Industrial Products Corporation, New York, Chicago, San Francisco; Norwegian Nitrogen Products Co., Christiania, Norway and New York; Horace J. Holley Co., Seattle, Wash.; N. S. Wilson Co., Boston, Mass.; Virginia Smelting Co., Boston, Mass.

Mr. Robert J. Gesell, secretary, and Robert Plant, treasurer, of Lehn & Fink, Inc., wholesale druggists and manufacturing chemists, New York, sailed for Europe on the *Manchuria* on May 8. They expect to visit England, France and Germany, where they will investigate market conditions.

J. L. Hopkins & Co. have purchased a plot of land adjoining their present factory in New York, on which they will construct warehouse and factory buildings as soon as conditions warrant, increasing their capacity about 100 per cent.

The Heinrich Chemical Co., Minneapolis, Minn., has taken over the Duchess Drug Co., of the same city.

Los Angeles Soap Co. has just built one of the finest concrete smoke stacks in the country. It is 150 feet high and has a diameter of eleven feet at the bottom and six feet ten inches at the top. The flue diameter is six feet throughout the stack.



The Keeney-Karmen Co., now being incorporated by Major Raymond G. Keeney and B. H. Karmen, announces that it is now installed in the commodious factory building at 106-108 West End avenue, New York, near 64th street. The best obtainable presses and other machinery have been installed and deliveries of initial orders will soon

tone Powder Puff Co., with Mr. Karmen. The latter gentleman has been identified with this line for many years, and is familiar with the requirements of makers of toilet preparations.

The Velvatone Co., now located at 140 Sixth avenue, will soon move to the Keeney-Karmen building.

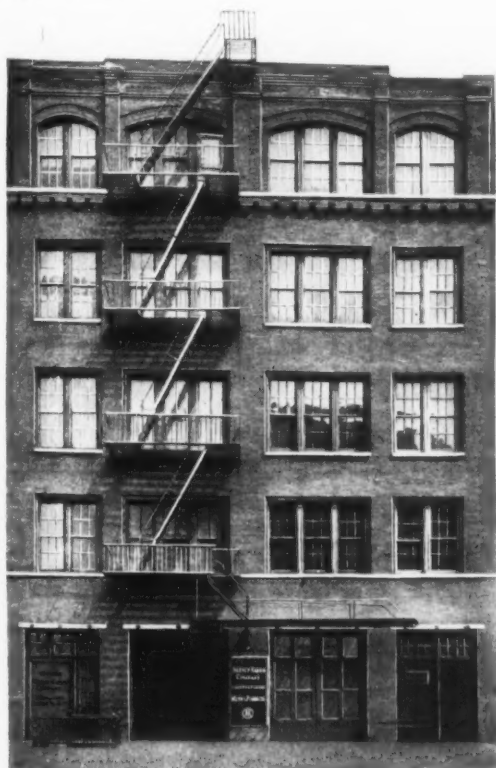


B. H. KARMEN



MAJ. RAYMOND G. KEENEY

be made of brass compact boxes, lip-stick holders, etc. Mr. Karmen was abroad this Spring investigating European ideas in metal specialties, paying particular attention to design and finish.



KEENEY-KARMEN CO.'S NEW FACTORY

Major Keeney has wide textile interests in New England, and several years ago became interested in the Velva-

The Editor had the pleasure, recently, of visiting the plant of the Millville Bottle Works, Millville, N. J., which was established in 1903. Mr. Scott Wheaton, president of the company, piloted the Editor through the plant, and showed several extensions under way which will serve to double the capacity of the plant. Part of the new equipment will be ready by September, at which time it is expected that the capacity will have been increased one-half.

Mr. J. E. Mitchell is secretary of the company, and the New York representation is in the hands of Mr. George N. Hanna, 108 Fulton street, who is one of the old standbys in the perfumery supply industry in the metropolitan district.

Mr. R. Osgood Wells, of the Special Products Department, American Aniline Products, Inc., New York, returned from a European trip recently, and in an interview, gave the Editor many interesting observations on the situation. He said in part:

"I landed at Naples February 9, going direct to Messina. Economic conditions in Italy are very bad and there appears to be very little relief in sight. In Sicily I found a very firm upward tendency in connection with all oils. Orange oil was very scarce and producers showed no inclination to quote. There was no manufacture of terpeneless oils owing to the very high prices of the natural oils, and stocks were nearly exhausted. There appears to be no possibility of a recession of the lire prices this season, all fluctuations being due entirely to the very unsettled exchange situation.

"France is in a very deplorable condition so far as production is concerned, this being particularly true of the production of synthetics and natural flower products. Here there are many problems to be faced and overcome before a semblance of normal production can be restored, which will require several years.

"Flower cultivation, which was almost entirely neglected during the war, has not been resumed to any noticeable degree; labor is very scarce and high, both in the fields and in the manufacturing plants; and one of the great factors which I hardly think has been given consideration, is the very great shortage of fuel in the plants, there being very little coal, and though many are using wood, that is very hard to get. Another problem is that of transportation, not only the greatly increased rates, but the severe shortage of equipment. These last two, namely fuel and transportation, and the great problems the synthetic manufacturers have to face, both being equally serious, the very great lack of transport facilities being to a great ex-



R. OSGOOD WELLS

tent responsible for the marked shortage of materials, particularly of those materials which are not natural products of the country.

"In addition to all this it was pointed out several times in Grasse with reference to essences, that the independent flower growers, upon whom the distillers rely in a great measure, have formed a syndicate whereby they are enabled to force a price for the flowers which will this year exceed 1919 costs about 100 per cent. All of these conditions necessarily point not only to higher prices this year but to a far more serious situation, that of great scarcity.

"Spain shows great possibilities for essential oils, though there also is the problem of high labor costs, scarcity of fuel and lack of transport facilities.

"England shows great activity and all traces of war are rapidly disappearing. Everyone is hard at work once more."

Mr. J. E. de Redon, of Ricardo Gomez & Dietlin, New York, returned home from a six weeks' European trip on the *Mauretania*, April 22. He made a brief stay in both England and France, but spent more than two weeks in Spain, where he was delayed by the general railroad strike. He reports that business in Spain is quiet, and there seems to be much political unrest there. The olive oil situation there is unsettled, as no definite information can be obtained regarding further authorization for export for the coming year. Mr. de Redon says prices in Spain are very high, most of the orders being placed by South American and European countries. He says Spanish olive oil can be bought cheaper in the United States than in Spain (about 60 cents a gallon difference for the same oil).

At the Pennsylvania Hotel, New York city, April 27, A. D. S. department heads, numbering forty-six, gave a farewell dinner in honor of George W. Luft, for fifteen years treasurer and director of production of the A. D. S., who recently surprised and shocked that organization by his resignation. Dr. Wm. C. Anderson, dean of the Brooklyn College of Pharmacy, long president of the A. D. S. and still one of its directors, presided. He opened the program, after a sumptuous dinner had been served, with a speech laudatory of the services of Mr. Luft in the founding and organization of the A. D. S., in the preparation of its extensive line of pharmaceutical products and in other executive functions.

Mr. Walter L. Lingenfelder, who was for nine years editor of the *Voice*, the A. D. S. house organ, followed Dr. Anderson as a guest of the occasion, and he expressed his personal appreciation of Mr. Luft's uniform kindness and helpfulness to himself and all other A. D. S. employees through years of service.

Mr. T. F. Cannon, sales manager for the organization, also paid a high tribute to Mr. Luft's many good qualities as a man, his loyalty, and as an executive. Arthur L. Bailey, secretary of the company, spoke of the high appreciation and excellent opinion he had formed of Mr. Luft during their years of close association, and declared that the longer he knew Mr. Luft the greater his wonder grew of his versatility and the wide range of his talents. Messrs. Fleming, Weiss, Yeomans and Hearn also paid their tribute to him in well chosen remarks. Appropriate gifts were presented to Mr. Luft from officials and employees as tokens of friendship and esteem.

What Mr. Luft's plans for the future are he has not yet

announced, but the general supposition is that he will soon again engage in pharmaceutical manufacture on special lines that will give employment for the exceptional knowledge and talents for such work that he is known to possess.

Charging that an old and trusted employee of the Arabol Manufacturing Co. of 100 William street, Manhattan, had threatened to wreck that concern because she refused to sell him her interest as president of the company, Mrs. Louise M. Weingartner, of 35 West 81st street, Manhattan, through counsel applied to Justice Lazansky in the Supreme Court in Brooklyn to restrain Adam Bloom from selling or disposing of the many secret formulas of the company. Justice Lazansky reserved his decision.

Mrs. Weingartner said that the concern has its principal factory at 56 Nostrand avenue, Brooklyn. She said that the business was started by her late husband, Edward M. Weingartner, in 1888, with a capitalization of \$50,000. Before his death he intrusted the secrets, some 200 in number, she says, to Bloom, who was subsequently made a factory superintendent.

On January 3, 1920, Bloom, according to Mrs. Weingartner, called at her home and offered to buy out her interest, which consisted of 257 shares of the company's stock. She refused to sell. Then followed several similar interviews with the same result. Later he called with a "Mr. Ford," who said he represented certain "moneyed interests" that were desirous of gaining control of the company. When Mrs. Weingartner refused to sell, she says they threatened to undermine the company and added that they were prepared to have the various foremen quit.

When this failed to gain the desired end, Ford, according to Mrs. Weingartner's complaint, stated that they would build a similar plant and conduct the same class of business there in opposition to the Arabol Co. Believing that Bloom will carry out his alleged threat and that through his agency the new company will compete with the Arabol Co., with its own products, Mrs. Weingartner, as president of the company, asked for the injunction.

S. F. Pearcey, Jr., of 42 Broadway, Manhattan, counsel for Bloom, said that he did not know the address of his client. He stated in an affidavit that the alleged secret formulas were known to many chemists.

The Owl Drug Co., of San Francisco, continues to expand. Another new pharmacy will be opened by it at Clark and Madison streets, Chicago, about July 1.

Prof. John Uri Lloyd of Cincinnati, was entertained at dinner at the Pennsylvania Hotel, New York, by the New York branch of the American Pharmaceutical Association on April 19 and received the Joseph F. Remington Honor Medal for his research work in the natural history of drugs. Another distinction recently received by Prof. Lloyd was from Germany in the form of a German translation of his researches and writings on colloidal chemistry.

American Machinery Co., package filling and weighing machinery, announces that its New York office now is at 15 Park Row. Telephone: Barclay 2735.

Frank Z. Woods Co., 180 North Market street, Chicago, announces that it has been appointed selling agent for Thurston & Braidich's specialties, including gum arabic, gum tragacanth, vanilla and tonka beans, etc.

American Textile Soap Co., formerly the Fisk Mfg. Co., which was founded in Springfield, Mass., in 1857 with a capital of \$60,000, has bought a new plant at Mansfield. To provide funds in part for purchase and equipment of the Mansfield plant, the company has sold privately an additional issue of \$160,000 8 per cent preferred stock, making the total outstanding capitalization \$500,000 preferred and \$216,000 common stock.

Melzer Brothers' soap factory, Evansville, Ind., has been sold to Morton Mannheimer, of the Evansville Packing Co., representing Chicago capitalists. It is said that a million-dollar corporation will be organized to operate the plant, making soap and similar products. By-products of the Evansville Packing Co. will be used. The consideration involved in the deal is said to have been \$46,000.

Cincinnati Soap Co. has decided to have an exhibit at the Buenos Aires Exposition in November next.

Three new peppermint distilling plants are being built at Silverton, Oregon. Two are for Manning & Meisan and the third is for Mark Aspenall.

Mr. James E. Bartlett, formerly director of sales of Parke, Davis & Co., has been elected president to fill the vacancy caused by the death of Mr. Frank G. Ryan. His election to the presidency follows thirty-one years' service to the company. The place left vacant on the board of directors has been filled by the election of Harry B. Mason, director of promotion, publicity and advertising. Mr. Bartlett began his connection with Parke-Davis in 1889 as a traveling salesman. In 1890 he left the service of the company temporarily to enter the Philadelphia College of Pharmacy. On his return to the employ of the company he entered the laboratory department in Detroit, where he obtained a certain degree of practical experience.

Mr. Edward F. Cunningham, formerly with Scott & Bowne, in the Latin American field, has joined Lehn & Fink, New York wholesale druggists, in a similar capacity. Mr. Cunningham sailed for Havana on May 15. In addition to Cuba he will visit Haiti, San Domingo, Porto Rico, Venezuela, Colombia and Panama. He expects to return to America in the autumn, after which he will visit the remaining South American countries.

French Cosmetic Mfg. Co., of this city, has moved its executive offices to the Hygienol Building, 120-122 West 41st street, New York.

Announcement is made by Charles N. Shaw and James H. Lalor of the Seven Oils Co. that a long term lease of an entire building in the Park Square District of Boston has been taken. The Home of Seven Oils will be converted immediately into one of the best equipped laboratories of its kind in America. The new location will more than double the manufacturing and office space of the firm which is now at 23 Beach street, Boston. Every convenience and possible comfort will be provided to make for pleasant surroundings, equipment and working conditions for the employees. The Seven Oils Co. manufactures Ointment of Seven Oils, Sev-O-Tablets and Sev-O-Spray and other preparations are already under consideration.

Mr. W. G. Ungerer, of Ungerer & Co., New York, returned recently from a protracted trip to France, Switzerland and England, with Mrs. Ungerer.

Ungerer & Co. have added to their agencies Etablissements Vidal & Charvet, Paris, perfumers' raw materials.

Mr. Ralph L. Fuller has withdrawn from the presidency of Ralph L. Fuller & Co., Inc., and returned to his former connection with the Harshaw, Fuller & Goodwin Co., of Cleveland, Ohio. Mr. Fuller has been one of the largest stockholders in the latter company and has never relinquished his interests in it. About three years ago Mr. Fuller severed his active connection with the Harshaw, Fuller & Goodwin Co. and organized Ralph F. Fuller & Co., Inc., of New York, to deal in chemicals and intermediates, oils, drugs, etc. The latter company has elected these new officers: Chester A. Jayne, president; Arthur S. Reed, vice-president and secretary, and F. D. Lake, treasurer.

Announcement has been made that the American Can Co. has sold \$12,000,000 of six, seven, eight and nine months' notes to the First National Bank of New York City, which offered them to other banks on a discount basis of 7½ per cent. The notes are dated April 12, and will mature serially—\$3,000,000 on September 13, \$3,000,000 on October 13, \$3,000,000 on November 12 and \$3,000,000 on December 13.

The purpose is to enable the company to buy and pay for tin plate in anticipation of orders. In return for the sales of its products money will begin to flow back to the American Can Co. in the early autumn, making these notes self-liquidating. In time they will be eligible for rediscount at Federal Reserve Banks.

A petition in bankruptcy has been filed against the Blue Ribbon Spice Company, Inc., at 490 Grand street, New York, by the following named creditors: John A. Mulligan, \$10; Charles Losee, \$16; and Max J. Weinkle, \$5,100. The liabilities are said to be about \$12,000 and assets about \$6,000. Judge Hand appointed Mary G. Potter receiver.

Grain Soaps Corporation, New York City, has increased its capitalization from \$2,350 to \$15,000,000.

Mr. George C. Spencer, perfumery manufacturer, of South Bend, Ind., was in New York recently studying the primary markets and procuring supplies. He declared that the demand for perfumes last January exceeded that of January, 1919, by more than one hundred per cent in many instances.

"If we only could get the boxes and the bottles," Mr. Spencer complained, "then we would be certain of developing a clientele that would make us comfortable for life. Buyers fight for the privilege of buying certain perfumes. The demand is unprecedented and tremendous. Many of the women and girls whose familiarity with good perfumes was limited to inhaling that carried by richly dressed ladies are now in a position to purchase some themselves. The demand seems centered on the better qualities at present. From our viewpoint, it appears that only an inexhaustible supply could hope to meet the demand. Unless we can obtain containers more easily we can never hope to answer the call for the product."

Graham Bros. Soap Co. was formed under the laws of Illinois, April 15, and has taken over the business of the old firm of Graham Bros. & Co. The latter company began the manufacture of high grade toilet soaps, etc., over 55 years ago, being one of the original exclusive toilet soap manufacturers west of New York. Mr. E. B. Cobb, who served over 40 years, will take a needed and well earned rest, while Mr. H. J. Heister, who has been a partner of the old firm for twenty years, and formerly was associated in the firm of Geo. Lueders & Co., of New York and Chicago, is president of the new corporation.

The real working personnel of the new company will consist of a group of younger men, who, however, are all veterans in the toilet soap business and are directors and stockholders in it. Mr. Alfred F. Burrows, who has been with one of the largest Chicago soap manufacturing companies for the last thirty-one years, and through exceptional integrity and capability had risen to the rank of general manager of the toilet soap department and director of sales promotion plans, which position he held successfully for the past 15 years. Mr. Burrows is vice-president and general manager of the new company and has associated with him two men, one of whom is Mr. E. W. Harris, who has acted as his assistant manager for about nine years, which similar position he will hold in the new company, of which he is secretary.

Mr. Emil J. Voss, who has been purchasing agent under Mr. Burrows for over twelve years, and who also came up through the ranks and has a very valuable knowledge of the entire soap business, is assistant secretary of the new company and will act as statistician, as well as buyer.

Mr. E. T. Heister, who has been with the old company as assistant manager for over nine years, is treasurer of the new company and will direct the production end of the new business. He is especially qualified for this and general promotion work, owing to his experience gained while in charge of the factory and technical part of the old company.

Capital increases: R. & G. Soap and Supply Co., Binghamton, N. Y., \$60,000 to \$200,000; Bendor Olive Oil Co., New York, \$15,000 to \$100,000; H. A. Metz Laboratories, New York, \$200,000 to \$500,000; Roy de France Toilet Products Co., New York, \$25,000 to \$100,000; National Soap Products Company of America, New York, \$10,000 to \$200,000.

"Swat the fly!" is in order all over the country, but now it is proposed to let color and odor, fragrance if you will, do the work of the old fly slapper and poisoned molasses. The New York Merchants' Association is in the campaign hot and heavy. It has issued a bulletin containing this suggestion:

"According to a French scientist, flies have intense hatred for the color blue. Rooms decorated in blue will help to keep out flies. A blue room sweetly perfumed is guaranteed to anger a fly so thoroughly as to cause it to leave the whole place flat, for all odors pleasing to man are objectionable to the tiny two winged murderer of babies. A living room done with blue wall paper, or decorated with blue as the prevailing motif, is sure to drive flies away or unhinge their reason.

"Take five cents worth of oil of lavender," the bulletin states, "mix it with the same quantity of water, put in a common glass atomizer and spray it around rooms where

flies are. In the dining room spray it lavishly over the table linen. The odor is very disagreeable to flies but refreshing to most people. Geranium, heliotrope, mignonette and white clover are offensive to flies, and they especially dislike the odor of honeysuckle and hop blossoms."

S. M. Sargeant Co., Worcester, Mass., which recently was incorporated with a capitalization of \$150,000, to manufacture flavoring extracts and toilet preparations at 107 June street, was organized to take over the business which was established by Mr. Stephen M. Sargeant half a century ago.

The April railroad strike of switchmen closed part of the Procter & Gamble Ivorydale plant for several days, owing to the inability to get materials. About 2,500 employees were thrown out of work temporarily.

Mr. Leon Hakim, general manager of the Elysee Olive Oil Co., 71 Wall street, New York, a branch of Rockhill & Vietor, met with a surprise on May 1, when he found that the new owners of the building had practically wrecked his office in trying to evict him. His old lease expired that day, but he had taken the necessary steps to renew it and did not expect any trouble. However, he got his lawyers started after a court injunction and went to work to restore the damage. And all the while he smiled and occasionally pointed to a motto which read: "Smile! The Sun Has Not Gone Out of Business!" So, soon business went on as before.

Mila Mig. Co. is the newest industry in Meriden, Conn. It has an authorized capital of \$100,000 and will make soaps and toilet articles in a brick factory to be erected on Stone street, this spring. Charles W. Atwater, one of the incorporators, has been engaged in the business for several years in a small way. His associates are H. K. Lear, F. H. Manter and Harry Israel.

Announcement is made of the resignation of Marion Speiden, to take effect on June 1, 1920, from the National Aniline & Chemical Company, to take the management of the Chemical Department of Rockhill & Vietor, of New York and Chicago. Other additions to the Chemical Department will be announced later.

#### NEW PUBLICATIONS, PRICE LISTS, ETC.

TRADE NAME BOOK, containing trade names of perfumes and toilet preparations registered with the Manufacturing Perfumers' Association of the United States from 1916 to 1920, is at hand. It includes also registrations of trade marks filed at the United States Patent Office, Washington, D. C. The book was compiled by the M. P. A. Secretary's Office, 309 Broadway, New York.

EDWARD T. BEISER Co., Inc., the "House of Friendly Service," 112 West 40th street, New York, sends us its latest catalogue of essential oils and synthetics, giving prices for some recent importations of bergamot, petit grain, rhodinol and neroli. A suggestive odor index is a feature and no doubt it will prove of practical value in the way of furnishing ideas for the creation of new colors, or for improving old ones. Taken altogether the price list is informative and interesting.



F. J. STOKES MACHINE CO., Philadelphia, Pa., sends us a folder describing powder filling machines.

VIVAUDOU, New York and Paris, supplies copies of the May announcements with reference to prices, etc., for the products of this house.

1919 YEAR BOOK, issued by the *Oil, Paint and Drug Reporter*, of New York City, is at hand. In 216 pages it covers the trend of last year's trade in a satisfactory way and is of value to those interested in the same.

### NEW INCORPORATIONS.

Toilet Sundries Mfg. Co., Manhattan Borough, New York City, druggist's sundries, \$20,000 capital stock, has been incorporated by F. T. and A. S. Birch, C. M. Stewart, 218 West 79th St.

Hygienol Co., Manhattan Borough, New York City, make toilet preparations, \$5,000 capital stock, has been incorporated by A. M. Levy, A. R. Lesnisky, W. T. Campbell, 1350 73d street, Brooklyn.

Sunshine Soap Co., of Pennsylvania, has been incorporated in Delaware with a capital stock of \$50,000.

International Soap Machinery Co. has been incorporated at Wilmington, Del., with a capital stock of \$1,100,000.

All-in-One Soap Co. of Manhattan Borough, New York City, has been incorporated with a capital stock of \$200,000 by H. E. Marks, J. Berman, F. Freeman, 816 Eastern Parkway, Brooklyn.

Toilet Goods Distributing Co., \$100,000 capital stock, has been incorporated in Delaware by Robert K. Thistle, Raymond G. Gorman, A. Roy Myers, New York.

Alabama Vegetable Oil Co., Espes, Ala., has been incorporated with \$100,000 capital stock to manufacture cottonseed and vegetable oils.

Rimane, of Manhattan Borough, New York City, perfumery and drugs, \$33,000 capital stock, has been incorporated by P. Ritter, Jr., H. Brown, Jr., H. J. Alheim, 165 Broadway.

Crusellas Rhum Quinquina Co., Manhattan Borough, New York City, make hair tonics, etc., \$10,000 capital stock, has been incorporated by J. Victori, F. Bado, M. Schenkman, 27 Cedar street.

Ideal Laboratories Co., Dover, Del., to manufacture soaps, perfumeries, etc., has been incorporated with \$1,600,000 capital stock.

Columbia Manicure Mfg. Co., Bronx Borough, New York City, toilet articles, \$50,000 capital stock, has been incorporated by J. and S. Q. and L. Lupo, 1068 Teller avenue, Bronx.

Theodore J. Smith Co. of Manhattan Borough, New York City, beverages, has been incorporated with a capital stock of \$100,000 by I. L. Pinto, T. J. and G. D. Smith, 8 East 45th street.

Jolie, Manhattan Borough, New York City, makers of soaps and perfumes, \$5,000 capital stock, has been incorporated by J. A. Michel, F. P. Price, S. Greenwald, 38 Park Row.

A. B. C. Soap Corp., Manhattan Borough, New York City, general mercantile business, \$250,000 capital stock, has been incorporated by A. Day, J. P. Booth, T. A. Sherman, 100 Broadway.

General Stabilizer Co., Boston, Mass., soaps, \$95,000 capital stock, has been incorporated by James Teslaar of

Brookline, Isaacs C. Bunnell of Revere, Thaddens E. McGlauffin and Benjamin C. Emmons of Everett and Stanley W. C. Downey of West Roxbury.

Vivaudou Realty Co., Inc., Manhattan Borough, New York City, to deal in stocks, bonds, real and personal property; \$250,000 capital stock, has been incorporated by I. M. Barliner, 325 Central park West, New York City.

Little Giant Washing Machine Co., \$2,500,000 capital stock, has been incorporated in Delaware by M. L. Horty, S. L. Mackey, M. C. Kelly of Wilmington.

Mary E. Moore Mfg. Co., Boston, Mass., manufacture steel combs, toilet articles, etc., \$25,000 capital stock, has been incorporated by A. C. Perry and Estella P. Clough.

Toothprob Co., Inc., Manhattan Borough, New York City, to deal in dental, sanitary and medical devices; \$100,000 capital stock, has been incorporated by A. Gerstenzang, 956 Leggett avenue; L. C. Berger, 867 Beck street; H. Gersten, 2001 Morris avenue, Bronx.

Alcohol Trade Supply Corporation, Manhattan Borough, New York City, to manufacture alcohol, distilled spirits and wines; \$100,000 capital stock, has been incorporated by L. Casaburi, 118 44th street, Corona, N. Y.; A. J. Russo, 71 Broadway, N. Y.; B. Greason, Jr., 350 Broadway, N. Y. C.

J. C. Scudder Son Co. of Buffalo, N. Y., soaps, has been incorporated with a capital stock of \$50,000, by W. E. and J. L. and G. W. Branch, Lockport.

Eastern Products Co., Putnam Conn., to deal in soaps, dyes, chemicals, etc., has been chartered with \$25,000 capital stock.

Liberty Barrel Co., Detroit, Mich., manufacture Liberty Barrel outfits for dispensing soft drinks, &c., \$100,000; capital stock, has been incorporated in Delaware by James S. Smart, Frank M. Moulthrop, Max Kuhn, Detroit, Mich.

Liberty Barrel Concessions Co., Detroit, manufacture soft drink devices, \$200,000 capital stock, has been incorporated in Delaware by Max Kuhn, Frank N. Moulthrop, James S. Smart, Detroit, Mich.

Liberty Barrel Co., Pittsburgh, manufacture Liberty Barrel outfits for dispensing soft drinks, &c., \$100,000 capital stock, has been incorporated in Delaware by Conrad F. Stolzenbach, Harry M. Kepler, Charles M. Burgoyne, Pittsburgh.

Post Ales Co., Buffalo, N. Y., make soaps and cleaning compounds, 2,500 shares preferred stock, \$100 each; 2,500 shares common stock, no par value; active capital, \$262,500 has been incorporated by W. W. and M. A. Saperston, A. W. Post, Buffalo.

Whannis Products Co., Augusta, Maine, manufacture and deal in non-alcoholic beverages, mineral waters, etc., flavoring, oils, extracts, etc.; has been incorporated with capital stock of \$100,000.

Universal Soap Co., Little Rock, Arkansas, \$500 capital, has been incorporated by G. G. Archer, president; A. F. Williams, secretary.

Nila Mfg. Co., Meriden, Conn., make soaps, toilet articles, facial cream, etc., \$100,000 capital stock has been chartered by Charles W. Atwater, Herman K. Lear, F. H. Manter and Harry Israel.

Seven Products Corp., Jersey City, extracts, perfumery, cosmetics, dyes, paints, etc., \$300,000 capital stock, has been incorporated by Helen McInerney, of 504 West 159th street, New York City; Elizabeth Turf, of 28 West Sixty-third street, New York City, and David W. Armstrong, of 220 West Forty-second street, New York City.

## IN MEMORIAM FOR DEPARTED FRIENDS.

ARMANT, DR. EDMUND S., perfumer and linguist, Binghamton, N. Y., May, 1915.

BALDWIN, BENSON D., a pioneer perfumer, Hill Crest, South Haven, Mich., May, 1917.

BRITTAI, JOHN HART, hair tonics, New York, May, 1919.

BURGOYNE, JOHN, general manager of the Economy Soap Products Co., Dayton, Ohio, May, 1918.

DOLMAGE, ROBERT HENRY, soaps, Brooklyn, May, 1909.

GALLET, CHARLES EDMOND, head of the perfumery house of Roger & Gallet, Paris, May, 1917.

HATHAWAY, CHARLES C., son of W. T. Hathaway, of Colgate & Co., New York, May, 1909.

HIGGINS, THOMAS C., soaps, Brooklyn, N. Y., May, 1909.

HINCHMAN, JOHN MARSHALL, of the Michigan Drug Co., Detroit, Mich., May, 1912.

LOGES, CARLOS, Weehawken Heights, N. J., James Pyle & Sons, founder of Pearline, May, 1912.

LOWREY, WM. W., vice-president of the Carr-Lowrey Glass Co., Baltimore and New York, May, 1915.

LYON, WHITNEY, head of tooth powder manufacturing firm of L. W. Lyon & Sons, New York, May, 1919.

MANN, JASON, soaps, Montague, Mass., May, 1917.

MITCHELL, JOHN R., head of J. R. Mitchell & Co., soap manufacturers, Brooklyn, N. Y., May, 1918.

RICHARDS, DANIEL, soaps, Woodstock, Ont., May, 1914.

RYAN, HOADLEY, secretary and treasurer of the Ryan Soap Co., Cincinnati, Ohio, May, 1919.

SELICK, CHARLES H., of Wood & Slick, bakers' and confectioners' supplies, New York, May, 1908.

SMITH, WILLIAM H., president of the Elsinore Co., Poughkeepsie, N. Y., May, 1917.

STONE, CLARENCE G., manager New York branch Lambert Pharmacal Co., St. Louis, Mt. Vernon, May, 1919.

WEST, SYLVESTER S., Abner Royce Co., Cleveland, O., former vice-president Manufacturing Perfumers' Association and active in the Flavoring Extract Manufacturers' Association, Cleveland, May, 1919.

WOOD, ALVAH ULYSSES, perfumer, Detroit, May, 1906.

## Obituary Notes.

Frank G. Ryan, president of Parke, Davis & Co., Detroit, died suddenly of pneumonia, April 20. Mr. Ryan was 59 years old and was long a prominent figure in the wholesale drug trade.

Norman Farquar, of the Winthrop Arms, Winthrop, Mass., a dye soap manufacturer in Jamaica Plain, died suddenly, May 10, in Young's Hotel, Boston. He was about 50 years old and went to Massachusetts from this city.

## Harley T. Procter Dies in 73d Year

Harley Thomas Procter, one of the pioneer American soap manufacturers and retired member of the Procter & Gamble Co., Cincinnati, died, May 15, at his home, 11 East Fifty-second street, New York, after a lingering illness. He was in his seventy-third year. He was the brother of Col. William C. Procter.

Mr. Procter was born in Cincinnati, where he established the soap business in which in a few years he amassed a fortune. After his marriage to Miss Mary E. Sanford of Cincinnati he came to New York to live. His interest, however, soon centered in the Berkshire Hills of Massa-

chusetts. He built a handsome summer villa in Williamstown, twenty years ago, moving to Lenox in 1908. He belonged to two clubs, the Manhattan and the Metropolitan. Surviving him are Mrs. Procter, two sons, William and Rodney, and one daughter, Mrs. Fritz W. Hoeninghaus, of Greenwich, Conn.

## Will C. French.

Will C. French, for a number of years one of the traveling representatives of Adolph Spiehler, Inc., manufacturing



WILL C. FRENCH

perfumer, Rochester, N. Y., died on May 3. Mr. French enjoyed a wide acquaintance in the trade and it will be recalled that he was among those present at the recent annual convention of the Manufacturing Perfumers' Association of the United States, which was held in this city. He was not only a companionable man, but was esteemed for his exceptional ability as a salesman, for he won the friendship of all with whom he came into contact. Mr.

French was born in New York City January 1, 1865. His parents were Charles A. French and Ann Dodd French. His death was the result of treatment he underwent to overcome carbuncles.

## I. Frank Stone

I. Frank Stone, for ten years head of the National Aniline & Chemical Co., died at his home 550 Park avenue, this city, May 5. He was



I. FRANK STONE

one of the most prominent figures in the chemical and dyestuffs industry of the United States. When the company was reorganized in the late fall of 1919, Mr. Stone withdrew from active connection with it, though he retained his membership on the Board.

Mr. Stone was born in Chicago, March 2, 1867, the son of Theodore and Mary S. (Owen) Stone. His father was a successful merchant, and his an-

cestry dated from John Stone, who came to this country from England and settled in Guilford, Conn., about 1650.

At an early age he embarked upon a business career, organizing when only 22 years of age the Chicago firm of Stone & Ware, which soon acquired a large patronage among the drug houses of the West. In 1897 he moved the headquarters of the firm to New York City, and after several years it was merged with the Schoellkopf, Hartford & Hanna Co., of Buffalo, N. Y., of which Mr. Stone became vice-president. In 1906 he became president of the National Aniline and Chemical Co.

Funeral services were held May 6. Mr. Stone leaves a widow and daughter.



## PATENTS AND TRADE-MARKS.



## NOTE TO READERS.

This department is conducted under the general supervision of a very competent patent and trade-mark attorney. This report of patents, trade-marks, labels and designs in compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

The trade-marks illustrated are described under the heading "Trade Mark Registrations Applied for," and are those for which registration has not yet been granted. The "D" illustrations are described under "Designs Patented." The numbers preceded by "P" refer to "Patents Granted."

All inquiries relating to patents, trade-marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE-MARK DEPT.,  
Perfumer Pub. Co. 80 Maiden Lane, New York.

## TRADE-MARK REGISTRATIONS APPLIED FOR.

102,761.—Hannah B. Andell, Williams Bay, Wis. (Filed Apr. 6, 1917. Used since Feb. 26, 1917.)—A Hand-Lotion.  
112,039.—Yardley & Co., Limited, London, England. (Filed July 10, 1918. Used since Jan. 31, 1916.)—Perfumes.

113,153.—Theodore J. Yntema, Scranton, Pa. (Filed Sept. 12, 1918. Used since May 1, 1918.)—Scalp Remedies, a Liquid Preparation Used in Treatment of the Hair.

114,689.—Mab Cleaner Manufacturing Company, Salt Lake City, Utah. (Filed Dec. 17, 1918. Used since July 23, 1918.)—Washing Compound.

115,166.—Henry Thayer & Co., Inc., Cambridge, Mass. (Filed Jan. 13, 1919. Used since Dec. 28, 1917.)—Soaps.

115,444.—Irene Hammond Stoll, Cleveland, Ohio. (Filed Jan. 25, 1919. Used since Dec. 16, 1918.)—A Fluid Dye Compound Especially Adapted for Dyeing Hair, and More Particularly Live Hair.

115,596.—Alexander Seymour Mann, Providence, R. I. (Filed Feb. 3, 1919. Used since September, 1918.)—Liquid Antiseptic.

115,608.—Jean Baptiste Clement Balme, New York, N. Y. (Filed Feb. 4, 1919. Used since January, 1917.)—Hair-Coloring.

116,505.—Torres y Ribelles, Sevilla, Spain. (Filed Mar. 12, 1919. Used since June 5, 1915.)—Olive-Oil and other Edible Oils.

117,148.—John J. Zofsak, Greensburg, Pa. (Filed Apr. 3, 1919. Used since Mar. 1, 1919.)—A Hair-Grower for Restoring Falling Hair, Preventing Itching of the Scalp, Removing Dandruff, and Treating Eczema.

117,242.—T. Noonan & Sons Company, Boston, Mass. (Filed Apr. 7, 1919. Used since on or about Sept. 1, 1918.)—Complexion-Cream.

- 117,536.—Conrad G. Moller, township of New Canaan, Fairfield county, Conn. (Filed Apr. 16, 1919. Used since Mar. 1, 1919.)—Soaps.
- 117,788.—West Coast Soap Co., Oakland, Calif. (Filed Apr. 23, 1919. Used since Feb. 25, 1919.)—Laundry Soap.
- 119,310.—Lehn & Fink, Inc., New York, N. Y. (Filed June 7, 1919. Used since about December, 1903.)—Tooth-Paste.
- 119,964.—Teddey Safronik, Buchanan, Saskatchewan, Canada. (Filed June 25, 1919. Used since Jan. 1, 1919.)—A Salve for the Treatment of Bruises, Pimples, Eczema, and All Skin Diseases.
- 120,531.—The Geer Drug Company, Charleston, S. C. (Filed July 14, 1919. Used since in or about the month of May, 1904.)—Skin-Cream.
- 120,854.—Texas Oil, Gas & Mineral Products Company, Houston, Tex. (Filed July 23, 1919. Used since about Feb. 1, 1919.)—A Powder for Cleansing, Scouring, and Polishing Metal, Glass, Woodwork, Machinery, etc.
- 120,958.—George T. Georgis, New York, N. Y. (Filed July 26, 1919. Used since July 12, 1919.)—Soap.
- 121,018.—Partola Distributing Company, New York, N. Y. (Filed July 28, 1919. Used since April, 1907.)—Face-Creams.
- 121,185.—Isaac Samuel, Elmira, N. Y. (Filed Aug. 1, 1919. Used since Mar. 1, 1919.)—Soap.
- 121,250.—Alexander Seymour Mann, Providence, R. I. (Filed Aug. 4, 1919. Used since August, 1918.)—A Cleanser in Powdered Form for Textile Goods.
- 121,582.—Frampton Chemical Co., Seattle, Wash. (Filed Aug. 12, 1919. Used since July 21, 1919.)—Soaps, Namely, Hand-Soap, Face-Soap, Toilet Soap, Laundry Soap, and Liquid Soap; Cleansers for Furniture, Clothing, Fixtures, and Furnishings; Skin-Cleansers, and Metal-Polishers.
- 121,702.—Cleveland L. Waters, Seattle, Wash. (Filed Aug. 15, 1919. Used since Apr. 17, 1919.)—Hair-Restorer.
- 121,817.—Ida Lee Secrest, Chanute, Kans. (Filed Aug. 19, 1919. Used since on or about Jan. 20, 1919.)—Hair-Tonic.
- 122,010.—Davidson Brothers, Chula Vista, Calif. (Filed Aug. 26, 1919. Used since May 20, 1919.)—Terpineol, Terpinyl Acetate, Benzaldehyde, Cinnamic Aldehyde, Citric Acid, and Other Chemical Products.
- 122,126.—Lange Soap Co., San Antonio, Tex. (Filed Aug. 29, 1919. Used since Jan. 1, 1908.)—Soap.
- 122,795.—Ida J. Tetlow, Philadelphia, Pa. (Filed Sept. 16, 1919. Used since Oct. 7, 1911.)—Perfume, Face-Powder, Talcum Powder, Rouge, Compact, Face-Powder, Sachet-Powder, Toilet Water, Cold-Cream for the Skin, and Shampoo Preparation.
- 123,002.—The Tapp Whip Company, Tiptecanoe City, Ohio. (Filed Sept. 22, 1919. Used since August, 1898.)—Liquid and Paste Shampoos.
- 123,283.—Isidor Haber, Brooklyn, N. Y. (Filed Sept. 30, 1919. Used since Feb. 15, 1919.)—Olive-Oil.
- 123,603.—Max Braunberg, Brooklyn, N. Y. (Filed Oct. 10, 1919. Used since Aug. 1, 1919.)—A Hair-Restorer.
- 124,107.—Grain Soaps Corporation, Dover, Del., and Jersey City, N. J. (Filed Oct. 23, 1919. Used since Sept. 27, 1919.)—Soaps and Soap Powders.
- 124,159.—The Will Corporation, Rochester, N. Y. (Filed Oct. 24, 1919. Used since Jan. 1, 1901.)—Methyl Alcohol.
- 124,406 and 124,407.—Richard Hudnut, New York, N. Y. (Filed Oct. 31, 1919. Used on perfume since Sept. 24, 1919; on toilet water since Sept. 11, 1919; on sachet-powder since Oct. 1, 1919, and on the remaining goods since Oct. 20, 1919.)—Perfume, Toilet Water, Sachet-Powder, Talcum Powder, Face-Powder, Bath-Powder, Bath-Salts, Headache-Cologne, Smelling-Salts, Almond-Meal, Toilet Cerate, Cold-Cream, Dry Cream, Lip-Rouge, Tooth-Powder, and Tooth-Paste.
- 124,730.—The Pompeian Mfg. Co., Cleveland, Ohio. (Filed Nov. 10, 1919. Used since 1900.)—Face Creams, i. e., Massage, Cold, Vanishing; Face-Powders, Dentifrice, Talcum Powders, Rouge, Hair-Tonic, Shampoo, Perfumes, Toilet Waters, Sachet-Powder, Depilatory, Deodorant, Liquid Cream; Manicure Aids—Namely, Nail-Polish, Nail-Tints, Cuticle Removers, and Nail-Bleach.
- 124,735.—John A. Selby, Camden, N. J. (Filed Nov. 10, 1919. Used since Apr. 25, 1917.)—A Powder for Cleaning White Shoes and Clothing.
- 124,758.—Sonia Kurman, New York, N. Y. (Filed Nov. 11, 1919. Used since November, 1917.)—Hair-Tonic.
- 124,795.—Margaret A. Kelly, San Francisco, Calif. (Filed Nov. 12, 1919. Used since Nov. 3, 1919.)—A Medicinal Preparation to be Used as a Dentifrice, Such as Tooth-Powder, and for Treating Pyorrhea.
- 124,864.—Nulyne Laboratories, Jackson, Mich. (Filed Nov. 13, 1919. Used since Nov. 27, 1917.)—Tooth-Paste.
- 124,941.—Meyer Brothers Drug Company, St. Louis, Mo. (Filed Nov. 15, 1919. Used since July 22, 1908.)—Perfumes, Face-Creams, Lip-Pomade, Bath-Salt, Massage-Cream, Cold-Cream, Face-Powder, Talcum Powder, Toilet Water, Sachet-Powder, Eyebrow-Grower, and Beauty-Powder.
- 124,965.—John Watson Wilder, assignor to Decline Products Company, Chicago, Ill., a corporation of Illinois, Chicago, Ill. (Filed Nov. 15, 1919. Used since Nov. 4, 1919.)—Lotions for Rough, Chapped, Sunburned, and Wind-Burned Skin and for Healing and Bleaching the Skin, Cold-Creams, Ointments for Cuts, Burns, Bruises, Ivy-Poisoning, Insect-Sting, and Dentifrices.
- 125,059.—The Pemetine Company, Inc., New York, N. Y. (Filed Nov. 18, 1919. Used since Feb. 1, 1918.)—A Preparation for the Treatment of Teeth.
- 125,111.—Hairine Products Co., Philadelphia, Pa. (Filed Nov. 20, 1919. Used since July 1, 1918.)—A Salve Composition for Straightening the Hair.
- 125,150.—Mrs. Daisy Burch, Indianapolis, Ind. (Filed Nov. 21, 1919. Used since Sept. 6, 1913.)—Hair-Grower.
- 125,153.—Madelaine Faehner, New York, N. Y. (Filed Nov. 21, 1919. Used since May 6, 1896.)—A Hair-Tonic.
- 125,177.—Lewis Friend, New York, N. Y. (Filed Nov. 22, 1919. Used since Nov. 7, 1919.)—A Skin-Emollient.
- 125,212.—John R. Watkins, Norfolk, Va. (Filed Nov. 22, 1919. Used since Nov. 15, 1919.)—Hair-Tonic and Toilet Deodorant.
- 125,240.—The Penslar Company, Detroit, Mich. (Filed Nov. 24, 1919. Used since Nov. 8, 1919.)—Dentifrices.
- 125,241.—Edward I. Rovner, Philadelphia, Pa. (Filed Nov. 24, 1919. Used since Nov. 1, 1919.)—Hair-Cream.
- 125,287.—Lamar, Taylor & Riley Drug Co., Macon, Ga. (Filed Nov. 25, 1919. Used since Jan. 1, 1907.)—Skin-Cream.
- 125,294.—McKesson & Robbins Inc., New York, N. Y. (Filed Nov. 25, 1919. Used since September, 1916.)—Perfumery.
- 125,356.—Geo. Zubrod & Co., Louisville, Ky. (Filed Nov. 26, 1919. Under ten-year proviso. Used since Jan. 1, 1889.)—Toilet Preparations for Treating the Skin.
- 125,428.—J. E. Loudenslager, Littleton, W. Va. (Filed Nov. 29, 1919. Used since Nov. 26, 1919.)—Scalp-Treatment Liquid, Face-Treatment Liquid, Skin-Treatment Liquid.
- 125,435.—Julius Schmid, Incorporated, New York, N. Y. (Filed Nov. 29, 1919. Used since January, 1919.)—Face-Powder and Rouges.
- 125,438.—Julius Schmid, Incorporated, New York, N. Y. (Filed Nov. 29, 1919. Under ten-year proviso. Used since December, 1893.)—Capping-Skins for Stopped Bottles.
- 125,436.—Julius Schmid, Incorporated, New York, N. Y. (Filed Nov. 29, 1919. Used since January, 1917.)—Face-Powders and Rouges.
- 125,457.—Ramona M. Holquin, Douglas, Ariz. (Filed Dec. 1, 1919. Used since Sept. 15, 1919.)—A Remedy Against Dandruff and Falling Out of Hair and a Tonic to Stimulate the Growth of Hair.
- 125,467.—Laura J. Larivee, Detroit, Mich. (Filed Dec. 1, 1919. Used since Nov. 1, 1919.)—A Scalp-Ointment.
- 125,477.—Clarence L. Stocks, Blue Ridge, Ga. (Filed Dec. 1, 1919. Used since Nov. 1, 1919.)—An Antiseptic Germicide and Deodorant.
- 125,482.—The Zelda Sales Company, Wilmington, Del. (Filed Dec. 1, 1919. Used since Nov. 14, 1919.)—Face-Powder, Talcum Powder, Cold-Cream, Vanishing-Cream, Face-Cream, Toilet Water, Rouge, and Perfumery Extract.

125,531.—Chapman & Smith Company, Chicago, Ill. (Filed Dec. 3, 1919. Used since May 15, 1887.)—Flavoring Extracts for Foods.

125,606.—Druggists Concentrates Co., Pittsburgh, Pa. (Filed Dec. 5, 1919. Used since Oct. 1, 1918.)—Toilet Preparations. Namely: Perfumes, Face-Powder, Face-Cream, Toilet Water, Toilet Lotions, Talcum Powders, Hair-Tonic, Massage-Cream, Rouge, and Pomades.

125,627.—Joseph J. Phillips, Brooklyn, N. Y. (Filed Dec. 5, 1919. Used since Nov. 18, 1919.)—Tooth-Paste.

125,647.—The Austen Cologne Company, New York, N. Y. (Filed Dec. 6, 1919. Used since Jan. 1, 1919.)—Mouth-Wash.

125,669.—Parke, Davis & Company, Detroit, Mich. (Filed Dec. 6, 1919. Used since shortly prior to Jan. 1, 1914.)—A Germicide, Disinfectant, Antiseptic, and Deodorant.

125,810.—John R. Thompson Co., Chicago, Ill. (Filed Dec. 10, 1919. Used since Nov. 1, 1919.)—Lemon-Extract.

125,832.—Joseph H. Calisher, New York, N. Y. (Filed Dec. 11, 1919. Used since January, 1913.)—Tooth-Powder, Toilet Water, Bay-Rum, Shampoo Preparations, Hair-Tonic, Perfumery Extracts, Almond Meal, Cold-Cream, Vanishing Cream, Cucumber-Cream, Vegetal, Skin-Lotion, Face-Powder, Talcum Powder, Deodorizing-Powder, Rouge, Bath-Powder, Face-Cream, Orris-Root, Rose-Water and Glycerin, Brilliantine, Smelling-Salts, Dry Toilet Cream, Compact Face-Powder, Rice Powder, Sachet Powder, Liquid Face-Powder, Lip-Stick and Nail-Polish.

125,881.—Eme-Tone Tooth Paste Co., Detroit, Mich. (Filed Dec. 12, 1919. Used since May 1, 1916.)—Tooth-Paste.

125,980.—Buford R. Stone, Reidsville, N. C. (Filed Dec. 13, 1919. Used since Oct. 29, 1919.)—Laxative Cold-Tablets, Cocoonut-Oil Shampoo, Iron, Rust, and Stain Remover.

126,019.—Percy Graham, Chicago, Ill. (Filed Dec. 15, 1919. Under ten-year proviso. Used since Jan. 1, 1893.)—Skin-Astringent.

126,034.—Hermo Co., Chicago, Ill. (Filed Dec. 15, 1919. Used since Oct. 1, 1916.)—Toilet Preparations, Namely: Liquid Rouge, Nail-Polish, Face-Powder, Complexion-Balm for Treatment of Skin, Shampoo Preparation, Almond Cream for Treatment of the Skin, and Hair-Dressing to Give Luster to the Hair.

126,039.—Elizabeth Kiger, Birmingham, Ala. (Filed Dec. 15, 1919. Used since about Sept. 1, 1918.)—Hair-Tonic.

126,096.—Ralph F. Burnham, Auburn, Me. (Filed Dec. 16, 1919. Used since January, 1910.)—Antiseptic Alkaline Solution Used as a Mouth-Wash and for Treating Inflamed Conditions of the Nose, Throat, and Mouth.

126,238.—Edwin D. Watkins, Memphis, Tenn. (Filed Dec. 18, 1919. Used since Nov. 19, 1919.)—Toilet Preparation, viz., Skin-Cream.

126,248.—Raffaele A. Farese, Newark, N. J. (Filed Dec. 19, 1919. Used since about May 1, 1915.)—Hair-Invigorator.

126,295.—The United States Drug & Chemical Co., Cleveland, Ohio. (Filed Dec. 20, 1919. Used since July, 1918.)—Toilet Preparations: Hair-Tonics, Face and Shaving Lotions, Dentifrices, Cold-Cream, Vanishing Cream, and Shampoo Preparations.

126,299.—Western Soap Products Company, Modesto, Calif. (Filed Dec. 20, 1919. Used since Nov. 11, 1919.)—Soap.

126,320.—John Goldman, Philadelphia, Pa. (Filed Dec. 22, 1919. Used since about Dec. 13, 1919.)—Coloring for the Hair.

126,331.—Panafieu Pere et Fils, Paris, France. (Filed Dec. 22, 1919. Used since about the year 1870.)—A Hair-Coloring for the Eyebrows and Skin.

126,497.—United Drug Company, Boston, Mass. (Filed Dec. 26, 1919. Used since Dec. 1, 1919.)—Preparation Having Deodorant, Antiseptic, and Perspiration-Absorbent Properties.

126,511.—Polly B. Garden, New York, N. Y. (Filed Dec. 27, 1919. Used since Dec. 1, 1919.)—Hair-Tonic, Hair-Gloss, and Shampoo Preparation.

126,526.—A Kickbusch Grocery Co., Wausau, Wis. (Filed Dec. 27, 1919. Used since May 21, 1918.)—Flavoring Extracts, Namely: Vanilla, Olive-Oil.

126,563.—Augusto H. de Goenaga, Detroit, Mich. (Filed Dec. 29, 1919. Used since Dec. 12, 1919.)—Tooth-Paste.

126,575.—Satish Chandra Ghosh, Chicago, Ill. (Filed Dec. 29, 1919. Used since sometime in 1915.)—Incense.

126,599.—Talcum Puff Company, Brooklyn, N. Y. (Filed Dec. 29, 1919. Used since Dec. 3, 1919.)—Toilet Preparations, viz., Talcum Powder.

126,609.—Chas. Ammen Co. Ltd., Alexandria, La. (Filed Dec. 30, 1919. Used since Aug. 12, 1914.)—Baby-Powder.

126,642.—Andrew J. Leonard, West Branch, Mich. (Filed Dec. 30, 1919. Used since June 17, 1918.)—Hand-Washing Compounds.

126,661.—Talcum Puff Company, Brooklyn, N. Y. (Filed Dec. 30, 1919. Used since Dec. 5, 1919.)—Toilet Preparations, viz., Talcum Powder.

126,694.—The Omega Chemical Company, New York, N. Y. (Filed Dec. 31, 1919. Used since October, 1909.)—Shampoo Preparation, Cold-Cream, Pomade, Talcum Powder.

126,839.—H. Reeve Angel & Co. Inc., New York, N. Y. (Filed Jan. 6, 1920. Used since June 20, 1919.)—Filter-Paper.

126,848.—Cla-loid Mfg. Co., Clermont, Iowa. (Filed Jan. 6, 1920. Used since July 21, 1919.)—Mechanics' Soap in Bars.

126,849.—Charles D. Clinton Co., Kingston, N. Y. (Filed Jan. 6, 1920. Used since Oct. 1, 1888.)—A Lotion for Chapped Hands, Sunburn, Salt-Rheum, and Chafing.

126,906.—Charles H. Kline, Scranton, Pa. (Filed Jan. 7, 1920. Used since July 1, 1919.)—A Tooth-Paste Used as a Cleanser of the Teeth of Man, Woman, or Child.

126,915 and 126,916.—V. Vivaudou, Inc., New York, N. Y. (Filed Jan. 7, 1920. Used since Jan. 2, 1920.)—Face-Powders, Face-Creams, Perfumes, Toilet Waters, Rouges, Hair-Tonics, Dentifrices, Tooth-Powders, Nail-Polishes, Deodorizing Preparations, Brilliantines, and Sachet-Powders.

126,932.—Grain Soaps Corporation, Dover, Del., and Jersey City, N. J. (Filed Jan. 8, 1920. Used since Oct. 1, 1919.)—Soaps and Soap Powders.

126,959.—Stacy B. Ganow, New York, N. Y. (Filed Jan. 9, 1920. Used since Dec. 2, 1919.)—Mouth-Wash.

126,984.—George F. Batchelder, Chicago, Ill. (Filed Jan. 10, 1920. Used since Jan. 6, 1920.)—Face-Cream, Face-Powder, Perfumes, Toilet Waters, Rouge, Hair-Tonic and Hair-Wash, Liquid Shampoo, and Nail-Polish.

127,082.—Alfred E. Cleveland, Cambridge, Mass. (Filed Jan. 13, 1920. Used since about June 1, 1919.)—A Washing Compound.

127,103.—Arthur Antoine, New York, N. Y. (Filed Jan. 14, 1920. Used since Jan. 1, 1920.)—Hair-Tonic.

127,116.—The Mills Brothers Company, Cincinnati, Ohio. (Filed Jan. 19, 1920. Used since April, 1915.)—A Powder to be Used as a Washing Preparation.

127,218.—Edward M. Laakman, Farmington, Mo. (Filed Jan. 16, 1920. Used since about Oct. 1, 1913.)—Preparations for the Treatment of Eczema and other Skin and Scalp Eruptions.

127,241.—Sallie B. Deaderick, Ford City, Pa. (Filed Jan. 17, 1920. Used since May 6, 1919.)—A Remedy for Falling Hair, Dandruff, and Scalp Diseases.

127,265.—Standard Oil Company, New York, N. Y. (Filed Jan. 17, 1920. Used since on or about Dec. 22, 1919.)—Isopropyl Alcohol.

127,286.—Carl B. Imbrie, Brooklyn, N. Y. (Filed Jan. 19, 1920. Used since the year 1909.)—Deodorants and Preparations for the Relief of Excessive Perspiration.

127,328.—Red "C" Oil Manufacturing Co., Baltimore, Md. (Filed Jan. 19, 1920. Used since July 11, 1908.)—Soaps.

127,337.—The Sinclair Manufacturing Company, Toledo, Ohio. (Filed Jan. 19, 1920. Used since Oct. 11, 1915.)—Powdered Lye.

127,338.—The Sinclair Manufacturing Company, Toledo, Ohio. (Filed Jan. 19, 1920. Used since Oct. 9, 1917.)—Powdered Lye.

127,355.—Joseph H. Calisher, New York, N. Y. (Filed Jan. 20, 1920. Used since Jan. 10, 1914.)—Perfumes and Toilet Waters, Face-Powders, Sachet-Powder, Talcum-Powder, Cold-Creams, Compact Rouge, Compact Powder, Smelling-Salts, Bath-Salts, Eyebrow-Pencils, and Lip-Sticks.

127,364.—Gary Laboratories Company, Gary, Ind. (Filed Jan. 20, 1920. Used since Nov. 1, 1919.)—A Foot-Lotion.

127,373.—Lapeyre Brothers, Great Falls, Mont. (Filed Jan. 20, 1920. Used since 1890.)—Toilet Cream for the Skin.

127,384.—Conrad G. Moller, New Canaan, Conn. (Filed Jan. 20, 1920. Used since Jan. 15, 1920.)—Soaps for Cleaning and Scouring Purposes.

127,563.—Musher & Company, Incorporated, Baltimore, Md. (Filed Jan. 24, 1920. Used since Apr. 30, 1907.)—Olive-Oil.

127,621.—United Drug Company, Boston, Mass. (Filed Jan. 26, 1920. Used since December, 1919.)—Talcum Powder, Chafing-Powder, Sinc-Stearate Talc, Milk of Magnesia, Antiseptic, and Lanolin.

127,637.—David G. Evans Coffee Co., St. Louis, Mo. (Filed Jan. 27, 1920. Used since about 1865.)—Flavoring Extracts for Foods.

127,739.—Samuel W. Rapp, Jr., Morton, Ill. (Filed Jan. 29, 1920. Used since about Dec. 15, 1919.)—A Compound in Liquid or Paste Form for Cleaning the Hands, Fabrics, Glassware, Porcelain, Metal Ware, Painted and Varnished Surfaces, Woodwork, and the Like; Hand-Soap, Laundry Chips, Cleanser, Metal-Polish, and Sweeping Compound.

127,889.—The Brown Chemical Co., St. Louis, Mo. (Filed Feb. 3, 1920. Used since Nov. 1, 1918.)—Food-Flavoring Creams and Nutmeg.

128,151.—Charles E. Gavin, Milwaukee, Wis. (Filed Feb. 9, 1920. Used since Apr. 9, 1919.)—Liquid Soap.

128,389.—McKey U. Humphreys, Somerville, Mass. (Filed Feb. 14, 1920. Used since Jan. 1, 1920.)—Flavoring Extracts for Foods.

128,593.—Iwan Burger, Inc., New York, N. Y. (Filed Feb. 19, 1920. Used since Feb. 9, 1920.)—Olive-Oil.

128,807.—United Wholesale Grocery Co., Los Angeles, Calif. (Filed Feb. 24, 1920. Used since Sept. 5, 1919.)—Olive-Oil, Food-Flavoring Extracts.

128,996.—Basket Stores Company, Omaha, Nebr. (Filed Feb. 28, 1920. Used since Dec. 23, 1918.)—Flavoring Extracts for Foods.

128,997.—Basket Stores Company, Omaha, Nebr. (Filed Feb. 28, 1920. Used since Dec. 23, 1918.)—Flavoring Extracts for Food.

129,014.—Henry Kayser & Fils, Inc., New York, N. Y. (Filed Feb. 28, 1920. Used since April, 1919.)—Filter-Paper.

#### TRADE-MARK REGISTRATIONS GRANTED.

130,143. Certain Named Foods and Ingredients of Foods. Saul D. Abrams, Boston, Mass. Filed July 14, 1919. Serial No. 120,514. Published January 6, 1920.

130,160. Certain Named Foods and Ingredients of Foods. Iwan Burger, New York, N. Y. Filed May 7, 1919. Serial No. 118,217. Published December 30, 1919.

130,170. Olive-Oil and Olives. Albert Da Costa, Philadelphia, Pa. Filed April 2, 1919. Serial No. 117,109. Published December 2, 1919.

130,178. Certain Named Foods. Hans Foersterling, Jamesburg, N. J. Filed March 12, 1917. Serial No. 102,075. Published December 2, 1919.

130,201. Face-Powders. Florence N. Lewis, New York, N. Y. Filed November 15, 1918. Serial No. 114,185. Published July 8, 1919.

130,237. Olive-Oil. Basil J. Spiropoulos, New York, N. Y. Filed August 6, 1919. Serial No. 121,323. Published December 2, 1919.

130,239. Certain Named Foods. Tolerton & Warfield Co., Sioux City, Iowa. Filed August 2, 1915. Serial No. 88,377. Published December 30, 1919.

130,260. Olive-Oil. José Bau, Tortosa, Spain. Filed April 2, 1919. Serial No. 117,101. Published December 9, 1919.

130,403. Food-Flavoring Extracts. The C. F. Sauer Co., Richmond, Va. Filed October 27, 1917. Serial No. 106,998. Published January 6, 1920.

130,428. Certain Named Foods. The Union Pacific Tea Co., New York, N. Y. Filed March 7, 1917. Serial No. 101,973. Published January 6, 1920.

130,504. Certain Named Foods and Ingredients of Foods. Grand Union Tea Co., Brooklyn, N. Y. Filed October 10, 1919. Serial No. 123,638. Published January 27, 1920.

130,613. Certain Named Foods and Ingredients of Foods. American Products Co., Omaha, Nebr. Filed May 19, 1919. Serial No. 118,640. Published February 10, 1920.

130,627. Edible Oils—Viz., Peanut-Oil, Cotton-Seed Oil, Soy-Bean Oil, and Lard Substitute. Aspegren & Company, New York, N. Y. Filed June 28, 1919. Serial No. 120,023. Published January 27, 1920.

130,630. Certain Named Foods. Austin, Nichols & Company, Incorporated, Brooklyn and New York, N. Y. Filed November 12, 1919. Serial No. 124,779. Published January 13, 1920.

130,647. Certain Named Foods and Ingredients of Foods. The Borden Company, Jersey City, N. J., and New York, N. Y. Filed May 14, 1919. Serial No. 118,463. Published January 13, 1920.

130,662. Olive-Oil and Tomato Paste. A. & C. Buscaglia Co., Buffalo, N. Y. Filed September 12, 1919. Serial No. 122,585. Published January 27, 1920.

130,731. Olive-Oil. Francis N. Giavi, New York, N. Y. Filed September 18, 1919. Serial No. 122,833. Published January 13, 1920.

130,780. Flavoring Extract for Foods. H. Kohnstamm & Co., New York, N. Y. Filed October 30, 1919. Serial No. 124,348. Published December 30, 1919.

130,787. Preparation that Destroys Dandruff, Stops Falling Out of Hair, and Relieves Itching of the Scalp. Stratos D. Ktenaveas, Washington D. C. Filed March 4, 1919. Serial No. 116,287. Published May 13, 1919.

130,797. Extract Having a Maple Flavor and Used for Flavoring Desserts, Ice-Cream, Confections, and Syrups Used as Food. Limpert Bros., Inc., New York, N. Y. Filed March 3, 1919. Serial No. 116,270. Published January 6, 1920.

130,803. Spices and Certain Named Extracts and Flavors. McCormick & Co., Baltimore, Md. Filed May 27, 1919. Serial No. 118,969. Published January 27, 1920.

130,840. Flavoring Extracts for Food. National Fruit Flavor Co., New Orleans, La. Filed August 18, 1919. Serial No. 121,777. Published January 6, 1920.

130,965. Perfume Glass Vial. Antoine Vericel, New York, N. Y. Filed April 23, 1919. Serial No. 117,786. Published December 16, 1919.

131,039. Toilet Preparation. The G. C. Bittner Co., Toledo, Ohio. Filed August 16, 1919. Serial No. 121,708. Published December 2, 1919.

131,057. Certain Named Foods and Ingredients of Foods. Iwan Burger, Inc., New York, N. Y. Filed August 22, 1919. Serial No. 121,887. Published November 25, 1919.

131,062. Flavoring Extracts for Foods. F. B. Chamberlain Company, St. Louis, Mo. Filed October 1, 1919. Serial No. 123,305. Published December 30, 1919.

131,072. Laundry Soaps and Soap Tablets and Rug-Cleaners. Charles C. Cummings, St. Louis, Mo. Filed June 4, 1919. Serial No. 119,183. Published January 27, 1920.

131,074. Laundry-Tablets. Geo. M. David, Barre, Vt. Filed May 9, 1919. Serial No. 118,302. Published January 13, 1920.

131,096. Olive-Oil. Nickitas P. Economou, New York, N. Y. Filed October 31, 1919. Serial No. 124,395. Published December 30, 1919.

131,100. Preparation for Cleaning and Polishing Metals and Glass. The Electro Silicon Co., New York, N. Y. Filed October 4, 1919. Serial No. 123,429. Published February 3, 1920.

131,101. Preparation for Cleaning and Polishing Metals and Glass. The Electro Silicon Co., New York, N. Y. Filed October 9, 1919. Serial No. 123,571. Published February 3, 1920.

131,128. Toilet and Laundry Soap. Grand Union Tea



Co., Brooklyn, N. Y. Filed October 23, 1919. Serial No. 124,103. Published February 3, 1920.

131,161. Flavoring Extract for Foods. H. Kohnstamm & Co., New York, N. Y. Filed October 30, 1919. Serial No. 124,347. Published December 30, 1919.

131,163. Preparation Used for Cleansing Purposes. Laundry Supplies Corporation, Richmond, Va. Filed August 15, 1919. Serial No. 121,694. Published January 13, 1920.

131,179. Cleaning Compound, a Preparation for Removing Carbon, Acid, Grease, and Dirt from the Hands. Norman S. McIntosh, Detroit, Mich. Filed July 3, 1919. Serial No. 120,253. Published January 13, 1920.

131,207. Soap. Peerless Mineral Products Co., Inc., New York, N. Y. Filed September 12, 1919. Serial No. 122,610. Published January 13, 1920.

131,208. Soap. Peet Bros. Manufacturing Company, Kansas City, Kans. Filed August 18, 1919. Serial No. 121,780. Published January 13, 1920.

131,217. Certain Named Foods and Ingredients of Foods. Retail Grocers Syndicate, Inc., Worcester, Mass. Filed September 26, 1919. Serial No. 122,170. Published December 9, 1919.

131,230. Peanut-Butter, Vinegar, Prepared Mustard, Rice, Tea, Food-Flavoring Extracts—Namely, Lemon—and Spices—Namely, Ginger. The Russell Jobbers' Mills, Oklahama, Okla. Filed May 19, 1919. Serial No. 118,704. Published February 10, 1920.

131,234. Soap. The Schofield Oil Co., Inc., New York, N. Y. Filed September 23, 1919. Serial No. 123,043. Published January 13, 1920.

131,239. Soaps for Hygienic and Medical Purposes. Società Industrie Chimiche Ittolo, Naples, Italy. Filed July 10, 1919. Serial No. 120,440. Published January 13, 1920.

131,244. Tea, Spices, Cocoa, Mustard, Flavoring Extracts for Foods, Rice, Peanut-Butter, Pancake-Flour, Stiles-Pellens Coffee Co., Cincinnati, Ohio. Filed June 23, 1919. Serial No. 119,874. Published February 10, 1920.

131,268. Certain Named Foods and Ingredients of Foods. Western Grocer Company, Oskaloosa and Marshalltown, Iowa. Filed April 22, 1919. Serial No. 117,762. Published February 3, 1920.

131,270. Soap. The J. B. Williams Company, Glastonbury, Conn. Filed September 26, 1919. Serial No. 123,191. Published December 30, 1919.

131,277. Hair-Tonics and Hair-Straighteners. Eva Adams, Sparta, Ill. Filed September 30, 1919. Serial No. 123,273. Published January 27, 1920.

131,297. Perfumes, Toilet-Waters, Face-Powders, Talcum Powders, Brilliantines, Sachet-Powders, and Rouges. Denney & Denney, Philadelphia, Pa. Filed October 1, 1919. Serial No. 123,309. Published January 13, 1920.

131,299. Salve for Scalp Maladies. Di-Testa Co., New Haven, Conn. Filed October 29, 1919. Serial No. 124,299. Published February 24, 1920.

131,313. Talcum Powder. Grand Union Tea Co., Brooklyn, N. Y. Filed October 23, 1919. Serial No. 124,102. Published February 24, 1920.

131,339. Face-Powder; Rouge, (Dry); Liquid Rouge, Depilatory, Nail-Polish, Cream for the Complexion. Lawrence R. Long, San Antonio, Tex. Filed September 30, 1919. Serial No. 123,286. Published February 10, 1920.

131,349-131,350. Food-Colors. National Aniline & Chemical Company, Incorporated, New York, N. Y. Filed June 9, 1919. Serial No. 119,357. Published December 30, 1919.

131,382. Cosmetics—Namely, Face-Powders, Wrinkle-Cream, Sunburn-Lotion, Shaving-Lotion, and Facial Beautifier. Usit Mfg. Co. of America, Inc., New York, N. Y. Filed April 10, 1919. Serial No. 117,360. Published January 6, 1920.

131,384. Certain Named Toilet Preparations. Victor Vivaudou, New York, N. Y. Filed October 1, 1919. Serial No. 123,324. Published January 27, 1920.

131,386. Certain Named Foods and Ingredients of Foods. Wellman-Peck & Co., San Francisco, Calif. Filed October 10, 1919. Serial No. 123,659. Published March 2, 1920.

#### DESIGNS PATENTED.

54,845. Receptacle for toilet powders and other salable commodities. Clen S. Humphrey, Brooklyn, N. Y., as-

signor, by mesne assignments, to Alfred E. Bruns, Brooklyn, N. Y. Filed June 21, 1919. Serial No. 305,906. Term of patent 14 years.

The ornamental design for a receptacle for toilet powders and other salable commodities.

54,922. Powder-container. Clen S. Humphrey, Brooklyn, N. Y. Filed Apr. 26, 1919. Serial No. 293,019. Term of patent 7 years.

The ornamental design for a powder container as shown. 54,923. Powder can or similar receptacle. Clen S. Humphrey, Brooklyn, N. Y. Filed Apr. 30, 1919. Serial No. 293,852. Term of patent 7 years.

The ornamental design for a powder can or similar receptacle.

54,924. Powder container or similar receptacle. Clen S. Humphrey, Brooklyn, N. Y. Filed May 23, 1919. Serial No. 299,349. Term of patent 7 years.

The ornamental design for a powder container or similar receptacle.

54,951. Container. James C. Morrison, Highland Park, Mich., assignor to Nyal Company, Detroit, Mich., a corporation of Michigan. Filed Dec. 20, 1918. Serial No. 267,720. Term of patent 14 years.

The ornamental design for a container, substantially as shown.

54,977. Bottle. James Morrison, Toledo, Ohio, assignor to The Owens Bottle Company, Toledo, Ohio, a corporation of Ohio. Filed May 24, 1919. Serial No. 299,670. Term of patent 14 years.

The ornamental design for a bottle, as shown.

55,024. Perfumery bottle. Ramon Campdera and Federico Ayala, Mexico City, Mexico. Filed Aug. 18, 1919. Serial No. 318,419. Term of patent 14 years.

55,046. Powder container. Clen S. Humphrey, Brooklyn, N. Y. Filed Apr. 26, 1919. Serial No. 293,018. Term of patent 7 years.

The ornamental design for a powder container, as shown. 55,047. Powder can or similar receptacle. Clen S. Humphrey, Brooklyn, N. Y. Filed Apr. 30, 1919. Serial No. 293,851. Term of patent 7 years.

The ornamental design for a powder can or similar receptacle as shown.

#### PERU RATIFIES TRADE-MARK CONVENTION.

A cable from the American legation at Lima, Peru, announces the ratification by the Peruvian Congress of the International Trade-Mark Convention. Including Peru, six South American countries have ratified the convention and only the ratification by one additional country is necessary to complete the number required for the establishment of the registration bureau at Rio de Janeiro, which is to have charge of the registrations for the southern group. According to a recent announcement by the Director of the International Bureau for the Registration of Trade Marks at Habana, the privileges of international registration through the Habana bureau have been extended to the ratifying countries of the southern group of States, pending the establishment of the second bureau at Rio de Janeiro.

#### Sale of Toilet Preparations in Argentina.

There are about 20 foreign factories in Argentina engaged in the manufacture of toilet preparations. Probably 10 of these are American firms. Several small factories which use domestic alcohol in the preparation of their perfumes are located in Rosario. According to statistics furnished by Consul Bonney, the United States exported to Argentina for the year ending June 30, 1918, perfumes, etc., to the value of \$141,980 United States currency, while toilet or fancy soaps amounted to \$184,355.

#### A Hint for Those Lower on the Ladder.

The clerk who develops some initiative has a chance of some day being something more than a clerk. The other kind has not.—*Confectioners' Journal*.



## CHINA.

**CASSIA TRADE.**—The exports of cassia out of Kong Kong in 1919 were valued at \$1,581,413, of which \$1,182,205 was Kwangsi cassia and \$399,208 Saigon cassia. These exports compare with a total value of only \$706,621 for 1918, of which \$484,842 was Kwangsi and \$221,779 Saigon. Of the exports in the last year, the United States and Great Britain each took a little more than a third, the Continent of Europe (especially France) about 14 per cent. and India about 10 per cent. most of the balance going to China, though Japan, the Straits Settlements and South Africa were fair customers. Shipments to Great Britain were chiefly of the Kwangsi product, while the United States has inclined to the use of the Saigon cassia. The declared exports to the United States were valued at \$531,807.

There was, however, a marked decrease in Hong Kong's exports of cassia oil in 1919 as compared with previous years, the total value being only \$370,792, as compared with \$434,245 in 1918. In 1919 Great Britain took about 15 per cent., the United States 72 per cent., Japan a little over 8 per cent., India 2 per cent., and the rest was distributed all over the world. In 1918 Great Britain took 34 per cent., the United States 55 per cent., Japan 9 per cent. and India and Europe the balance. The declared exports of cassia oil to the United States in 1919 were valued at \$288,836, as compared with \$124,465 in 1918.

## ENGLAND.

**WRIGHT, LAYMAN & UMNEY, LTD.**—The report for the year ended December 31, 1919, shows that the year's trading of the company has proved satisfactory, producing a trading profit of £34,826 8s. 11d. Adding the amount brought forward from last year, viz., £1,333 14s. 6d., there remains to the credit of profit and loss £36,160 3s. 5d. It is with the very greatest regret that the directors had to record the death of their colleague, John Charles Umney, who was associated with them in the management since the inception of the company.

## ITALY

**BERGAMOT.**—Exports of bergamot from Italy for the first five months of 1919 surpassed in value the shipments for either 1917 or 1918, reports Commercial Attache Alfred P. Dennis from Rome. In the period named 77,088 kilos (kilo = 2.2 pounds) were exported, at an estimated value of 5,781,600 lire (lira = \$0.193 at par of exchange). Of this amount France took just about one-half (38,058 kilos), with the United States next in order (15,432 kilos), Great Britain third (14,878 kilos).

Italy's supply of essence of bergamot is derived from the island of Sicily. The plant belongs to the rue family,

(Continued on page 112)

## THE MARKET.

### Essential Oils, Aromatic Chemicals, Etc.

To what extent trading in essential oils, as in other commodities, has been affected by fears that a period of industrial depression and a possible financial panic is impending, it is of course impossible to say, but there is certainly an abundance of concrete reasons for curtailment of activities. With deliveries to interior points almost impossible, manufacturing processes brought almost to a standstill by the shortage of raw material and fuel consequent upon the freight blockade, and natural reluctance to tie up money when that commodity is so costly to procure, the situation confronting merchants is one that compels the observation of utmost conservatism, precluding commitments that are not warranted by definitely known requirements. As buying power has lessened selling pressure forced by financial necessities has increased, though it is notable that there has been no such sharp declines as would indicate that holders are in acute need of making quick turn-overs of goods. On the contrary such price recessions as have occurred have been gradual for the most part, and with no panicky symptoms.

Owing to severe damage caused by typhoons at the time when the Ylang-Ylang crop in the Philippines was being gathered, the supply of that oil has been rendered exceedingly short, and under heavy buying of spot stock in anticipation of an exhausted market, prices for the Manila oil have within the last month had a marked advance, while those for the Bourbon variety have been sympathetically affected. According to some Manila cables the Philippine crop is a complete failure and stocks in the primary market are exhausted.

In the matter of relieving the transportation situation a beginning is being made by the Interstate Commerce Commission, which would appear to have the elements necessary for a successful solution of the problem. As to the labor question that still rests on the knees of the gods, though there have of late been some hopeful signs that the less radical labor element is beginning to see a light.

### Aromatic Chemicals.

Such relief as importers of aromatic chemicals had expected to obtain from the termination of the protracted dock strikes at Dutch ports appears to have been negligible thus far, and has been completely offset by the interruption of business with France by the strikes in the latter country. However, it is questioned that a complete restoration of facilities for shipping from Europe would do much to increase the supply of materials that are so badly needed here. What is required as much as unhampered interchange of commodities between the United States and Europe is a speeding up of production over there of raw materials, as well as finished products, for which there still appears to be an unlimited market in this country. Certainly the unprecedented prices that have been created by an enormously increased consumption of

(Continued on page 112)

# PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the present unstable conditions.)

(See last page of Soap Section for Prices on Soap Materials.)

## ESSENTIAL OILS.

Almond, Bitter, per pound	\$9.50-10.00	Orange, sweet, Italian....	9.50-10.00	Ethyl Cinnamate .....	8.00-10.00
Almond, S. P. A.....	9.75-10.50	Origanum .....	.40- .45	Eucalyptol .....	1.60
Almond, Artificial.....	1.00- 1.25	Orris Root, concrete, for-	5.15- 5.25	Eugenol .....	6.50-7.00
Almond, Sweet True....	.85- 1.00	eign .....	(oz.)	Geraniol, domestic .....	3.25-3.50
Almond, Peach-Kernel...	.45- .50	Orris Root, concrete, do-	5.15- 5.25	Geraniol, foreign .....	5.00-5.25
Amber, Crude.....	1.50- 1.75	mestic .....	(oz.)	Geraniol, from citronella..	5.00-5.25
Amber, Rectified.....	1.80- 2.00	Orris Root, absolute (oz.)	40.00-45.00	Geranyl Acetate .....	8.00
Amyris balsamifera.....	11.00-11.50	Parsley .....	8.00- 8.25	Heliotropin, domestic .....	4.75-5.00
Anise .....	1.40- 1.45	Patchouly .....	27.50-30.00	Indol, C. P. .... (oz.)	20.00
Anise, Lead free.....	1.50- 1.60	Pennyroyal, American....	2.25- 2.50	Iso-Butyl-Salicylate .....	nominal
Aspic (spike).....	2.25- 2.50	Pennyroyal, French.....	2.00- 2.15	Iso-Eugenol .....	9.25-12.00
Bay, Porto Rico.....	4.75- 5.00	Peppermint .....	7.75- 8.00	Linalol .....	13.00
Bergamot, 35-36%.....	6.75- 7.25	Peppermint, redistilled...	9.25- 9.50	Linalyl Acetate .....	9.50-10.00
Birch (Sweet).....	5.75- 6.00	Petit Grain, So. American	4.50- 5.00	Linalyl Benzoate .....	nominal
Birchar, Crude.....	.65- .70	Petit Grain, French.....	9.25- 9.50	Methyl Anthranilate .....	14.00-16.00
Birchar, Rectified.....	2.70- 2.75	Pimento .....	4.25- 4.50	Methyl Cinnamate .....	8.25-9.50
Bois de Rose, Femelle....	10.50-	Pine Needles, from Pinus	*2.65- 2.75	Methyl Heptenone .....	9.00-11.00
Cade .....	1.00- 1.10	Sylvestris .....	9.50-13.00	Methyl Heptene Carbon...	125.00-140.00
Cajeput .....	.85- .95	Rose, Bulgarian (ounce)	11.50-16.00	Methyl Paracresol .....	16.00-25.00
Calamus .....	4.75- 5.00	Rose, French ... (ounce)	1.35- 1.50	Methyl Salicylate .....	.75-.80
Camphor, Jap. "white"...	.70- .75	Rosemary, French.....	1.20- 1.40	Mirbane, rect. drums....	.19-.21
Cananga, Java .....	5.25- 5.50	Rosemary, Spanish.....	4.25- 4.50	Musk Ambrette .....	100.00-115.00
Cananga, Java, Rectified.	6.00- 6.25	Rue .....	5.25	Musk Ketone .....	55.00-60.00
Caraway Seed.....	4.50- 4.65	Sage .....	*.85- .90	Musk Xylene .....	13.00-15.00
Cardamon .....	25.00-27.00	Safrol .....	11.00-11.50	Nonylic Alcohol .....	nominal
Carvol .....	13.00-13.50	Sandalwood, East India..	.80- .90	Phenylacetaldehyde .....	35.00-50.00
Cassia, 75-80% Technical.	2.25- 2.35	Sassafras, artificial.....	1.80- 2.00	Phenylethyl Alcohol .....	40.00-50.00
Cassia, Lead Free .....	2.50- 2.55	Sassafras, natural.....	6.00- 6.25	Phenylacetic Acid .....	24.00
Cedar Leaf .....	2.25- 2.50	Savin, French.....	34.00	Rhodinol, domestic .....	nominal
Cedar Wood.....	.50- .60	Snake Root.....	12.75-13.75	Rhodinol, foreign .....	25.00-30.00
Celery .....	20.00-22.00	Spearmint .....	.90- .95	Skatol, C. P. .... (oz.)	57.00
Cinnamon, Ceylon.....	28.00-30.00	Spruce .....	7.00- 7.50	Terpineol, C. P., domestic.	2.00-2.50
Citronella, Ceylon .....	.92- .96	Tansy .....	1.75- 1.85	Terpineol, C. P., imported.	2.50-2.75
Citronella, Java .....	1.35-	Thyme, French, red.....	2.10- 2.30	Terpinyl Acetate .....	3.25
Cloves, Zanzibar .....	3.60- 3.75	Thyme, French, white....	1.75- 1.80	Thymol .....	14.50-15.00
Cloves, Bourbon.....	4.50-	Thyme, Spanish, red.....	15.00	Vanillin .....	1.00-1.10
Copaiba .....	.90- .95	Vetivert Bourbon.....	nominal	Violet, artificial .....	14.00-18.00
Coriander .....	50.00-55.00	Wintergreen (genuine	7.50- 7.75		
Croton .....	1.35- 1.45	gaultheria) .....	12.50-13.00		
Cubeb .....	8.50- 9.00	Wormseed .....	18.00-20.00		
Cumin .....	8.50- 8.75	Wormwood .....	35.00-40.00		
Eucalyptus, Aus. 70%...	.80- .85	Ylang-Ylang, Bourbon ..			
Fennel, Sweet .....	3.00- 3.50	Ylang-Ylang, Manila ....			
Geranium, African.....	9.25- 9.50				
Geranium, Bourbon.....	8.00- 8.50				
Geranium, Turkish (palma					
rosa) .....	5.00- 5.25				
Ginger .....	7.75- 8.00				
Gingergrass .....	3.25- 3.50				
Guaiac (Wood) .....	6.00- 6.25				
Hemlock .....	.90- 1.00				
Juniper Berries, Rectified.	5.50- 5.75				
Lavender, English.....	24.00				
Lavender, Fleurs.....	9.50-11.00				
Lavender, Spanish.....	2.75- 3.00				
Lemon .....	1.85- 2.00				
Lemongrass .....	4.50- 4.75				
Limes, Distilled.....	1.75- 2.00				
Limes, expressed.....	6.50- 7.00				
Linaloe .....	7.25- 7.50				
Mace, distilled.....	1.60- 1.75				
Mustard, genuine .....	28.00-30.00				
Mustard, artificial.....	6.00- 6.25				
Neroli, petale "Bigarde"...	110.00-125.00				
Neroli, Bigarde.....	100.00-105.00				
Neroli, artificial .....	18.00-20.00				
Nutmeg .....	1.55- 1.65				
Opononax .....	nominal				
Orange, bitter .....	7.50- 8.25				
Orange, sweet, West Ind.	8.00-				

## AROMATIC CHEMICALS.

Acetophenone .....	6.25-8.00
Amyl Salicylate, dom....	2.25-2.50
Amyl Salicylate, for....	7.00-8.00
Anethol .....	2.50-2.75
Anisic Aldehyde, foreign..	13.00-16.00
Benzaldehyde, domestic ..	1.50
Benzaldehyde, F. F. C. do-	
mestic .....	2.00-2.40
Benzyl Acetate, domestic..	2.50
Benzyl Acetate, foreign..	5.50-5.75
Benzyl Alcohol .....	2.75-3.25
Benzyl Benzoate .....	4.50-5.00
Borneol .....	3.50
Bornylactate .....	5.00-5.50
Bromstyrol .....	10.00
Cinnamic Acid .....	7.25-7.50
Cinnamic Alcohol .....	36.00-40.00
Cinnamic Aldehyde .....	5.50
Citral .....	8.00-8.25
Citral C. P. ....	8.25-8.50
Citronellol, domestic .....	16.00-18.00
Citronellol, foreign .....	25.00-30.00
Cumarin, natural .....	7.75
Cumarin, artificial, dom..	8.50-9.00
Cumarin, artificial, for....	—
Diphenylmethane .....	2.25-2.50
Diphenyloxide .....	2.00-2.50

## BEANS.

Tonka Beans, Para.....	1.10-1.15
Tonka Beans, Angostura..	1.75-2.00
Vanilla Beans, Mexican...	4.50-5.75
Vanilla Beans, Cut.....	3.25-3.50
Vanilla Beans, Bourbon	
whole .....	2.85-3.25
Vanilla Beans, Bourbon	
cuts .....	2.75-3.00
Vanilla Beans, Tahiti yel-	
low label .....	2.50-2.75

## SUNDRIES.

Alcohol, cologne spirits,	
gallon .....	*7.00-8.00
Ambergris, black ... (oz.)	8.00-12.00
Ambergris, gray .....	22.00-28.00
Chalk, precipitated .....	.04-.10
Civet, horns .....	3.00-3.25
Lanolin hydrous .....	25-32
Lanolin anhydrous .....	35-42
Menthol .....	10.00-11.00
Musk, Cab., pods.... (oz.)	18.00-20.00
Musk, Cab., grains... (oz.)	28.00-30.00
Musk, Tonquin, pods (oz.)	40.00-42.00
Musk, Tonquin, grains (oz.)	45.00-50.00
Orris Root, Florentine,	
whole .....	.18-.20
Orris Root, powd. & Gran.	.25-.45
Rice Starch .....	.32-.35
Talc, Italian .....	nominal
Talc, French .....	nominal
Talc, domestic .....	20.00-40.00
*Nominal.	

## THE MARKET.

*(Continued from page 110)*

so-called luxuries have in no wise checked demand. Manufacturers and importers assert that the only bar to business is their inability to supply what is wanted. This inability, leaving aside the difficulties of transportation in this country, primarily arises from the failure of European sources of supply.

A prominent importer who has just returned from an extended visit to those centers in Europe from which many of the essential commodities of his business are obtained, summed up the situation thus: "They [the people of Europe] don't want to work. They have been left in a daze by the war. Their sole thought is to get rid of the crushing burden of debt that paralyzes initiative and effort. Until something happens to jolt them out of their apathy there can be no hope that American merchants will be able to count on anything but a meager supply of the staples for which they have been and will continue to be largely dependent upon these people to furnish."

There have been during the period under review many radical price changes, most of them, as heretofore, toward higher levels. One of the most striking of these is the sharp advance in terpineol, due to the scarcity and extreme high cost of turpentine.

## Vanilla Beans.

Financial stringency and freight congestion appear to have been powerless to affect the market for vanilla beans, either in respect to the volume of business or the stability of prices. And another cause for firmness has appeared in the possible effect upon future supplies from Mexico of the revolution that has overturned the Carranza regime. At this writing everything is being left to conjecture by the difficulty of getting into cable communication with Mexican centers of the vanilla trade. Thus, while the outlook for a continuance of supplies from that source is rendered most uncertain, prices in this market have not been as yet greatly affected.

## FOREIGN CORRESPONDENCE.

*(Continued from page 110)*

and the product of the distillation of the roots of this plant is known as essence of bergamot. The Italian government has been at great pains to protect the industry by keeping this Sicilian product up to certain specified standards. The Sicilian peasant is at perfect liberty to distill bergamot root as he pleases, but the product cannot be put upon the market until it has been brought to the government laboratory at Messina and analyzed and graded. It is then placed in copper receptacles and sealed by government officials to prevent adulteration. While the stuff is not sold by the government, it is sold under government inspection. Essence of bergamot forms the base of many proprietary perfumes, and the demand for this Sicilian product is steadily increasing.

## JAPAN.

CAMPHOR ALLOTMENT FOR SECOND QUARTER OF 1920.—Consul Henry B. Hitchcock, Taihoku, Taiwan, says: The Japan Camphor Monopoly Office has guaranteed a minimum allotment of camphor to the United States for the period of April, May and June, 1920, of 327,386 pounds, with the possibility, though not probability, of permitting a maximum allotment to the United States of 349,000 pounds. The prices per hundredweight are given as \$113.16 for grade B and \$127.12 for grade BB.

The effectiveness of the efforts of the Japanese Camphor Monopoly authorities for increased production is shown by the production of approximately 6,700,000 pounds during 1919, of which about 5,700,000 pounds came from For-

mosa, the total being almost double the amount produced in 1918, but being still 20 per cent. below the maximum production attained in 1916, when the increasing demand, especially from the United States, stimulated production to such an extent that the future supply of camphor was endangered by reckless cutting of the trees, until official steps were taken to conserve them. The authorities have controlled the exports of camphor by allotting definite amounts to the various foreign countries, the allotment to the United States for 1919 being only 1,420,000 pounds, whereas before the war this country imported about 2,500,000 pounds annually from Japan.

## SPAIN.

OLIVE OIL.—Consul Robert Harnden, Seville, reports: The production of olive oil in Spain due to the recent crushing amounts to 327,209 metric tons, according to the official figures. About 70 per cent of this quantity was produced in Andalusia. The quality of the oil is considered very good, having an acidity of from 3 to 5 degrees, depending upon the Province in which the olives were grown.

The prices prevailing at the beginning of the crushing in Andalusian markets were from \$3.22 to \$3.54 per arroba (3,354 gallons) and the present prices (March 10) range from \$4.42 to \$4.65 per arroba. These prices refer only to good quality oil. The olive crop for crushing has been very good in the Provinces of Seville, Cordoba and Jaen, but poor in the Extremadura region, which comprises the Provinces of Badajoz and Caeres.

There was very little holdover from last year's crop, and oil merchants will therefore have to depend almost entirely on the recent crushing for oil to be consumed or exported during 1920. As the annual Spanish consumption of oil is between 200,000 and 230,000 metric tons, about 100,000 metric tons, or approximately 290,000,000 gallons will be available for export. No oil is allowed to be exported without an export license from the Spanish Government.

Exporters are required by the Spanish law to place at the disposal of the Spanish Government an amount equal to that exported at the price of \$2.88 per arroba. This measure is taken in order to prevent any shortage of oil for home consumption and also to enable the poorer classes to obtain oil at a reasonable figure. It is, however, impossible to buy oil at this figure. Stocks of oil deposited with the Government are being sold for approximately \$5 per arroba instead of the \$2.88 as intended by the Spanish Government, and a great deal of dissatisfaction and unrest is thereby caused.

It is felt that the oil situation in Spain at present is very serious and that the Government will be obliged soon to take rigorous steps in order that this commodity may be placed on a more stable basis. There would appear to be no reason for the excessive increase in the cost of oil, inasmuch as from the above figures it is seen that there is more than enough for home consumption.

## Production of Sandalwood Oil in India.

A report has been prepared showing the development of the sandalwood oil industry, which is practically a monopoly of the Mysore Government of India, and the distribution of this trade in previous years. (Refer to file No. FE-139, Far Eastern Division, Bureau of Foreign and Domestic Commerce.)





### COST OF RAW MATERIALS FOR SOAP

Baron Leverhulme, of Lever Bros., Ltd., told the shareholders at the annual meeting of the company that the increase in capital to £100,000,000 (\$500,000,000) would be absorbed by expansion of the business. He said in part: "I would like to tell you what the rises in raw materials have meant, and had we not provided in our business some kind of reserves, what difficulty we would have been in when prices fell! In June, 1914, tallow was £33 a ton; in December, 1919, £101; since then it has advanced to £107. Artificial tallow, which we make by a patent process, was, in 1914, £26 14s a ton; in December, 1919, £95; cotton oil was in 1914, £28 19s; in December, 1919, £99 15s; kernel oil was in 1914 £40 9s 8d; until recently none was available for soap-making; it all went to the margarine maker, and inferior oil at £97 took its place—I don't mean that it is inferior for soap-making, but it is not suitable for edible purposes. Palm oil in 1914 was £14; in December, 1919, £90. Resin in 1914 was £14; in December, 1919, £67. We are sure to have a loss when these materials come down, and if we had not got anything more than what you may call ordinary manufacturers' profits, then I am confident that we would have been in difficulties when that fall took place."

### GERMAN POTASH SITUATION.

In the Times Trade Supplement (London) of April 10, the following interesting article on the above subject was published: "At a general meeting last month of one of the most important concerns in the German Potash Combine it was reported that the present position of the German potash industry is very unhealthy. Exports in 1919 were 3,000,000 metric hundredweight, as against a pre-war exportation of 12,000,000 to 16,000,000. The home supply was actually worse in 1919 than in the previous year, falling from 16,000,000 to 12,000,000, whereas before the war about 24,000,000 metric hundredweight was furnished. Of the 200 potash works in the combine 80 were shut down entirely last year. It is noted that the individual output of the workers fell from 149 tons in 1918 to 65 tons in 1919."

### SOAP MERGER BY LEVER BROS.

Still another well-known firm of soapmakers is to be absorbed by Lever Bros. An offer has been made to acquire the shares of John Knight (Ltd.), of the Royal Primrose Soap Works, on the following terms: The ordinary £1 (\$4.87) shares of John Knight are to be converted into preferred ordinary shares carrying a fixed cumulative preferred dividend of 25 per cent per annum from December 1 last. Lord Leverhulme will purchase all the £1 deferred shares at £13 10s. (\$65.70) per share,

payable in cash on or before March 1, with interest at 7 per cent from December 1 last. Each deferred share shall have 10 votes as against 1 vote per preferred ordinary share, thus giving a majority of votes to holders of deferred shares. It is not proposed to abolish the name of John Knight (Ltd.). The offer is liable to cancellation unless at least 90 per cent of acceptances are received for the sale of the deferred shares, of which there are 70,000 (£1), while the ordinary shares number half a million. The deal involves £945,000 (\$4,598,800).

### AMERICAN POTASH INDUSTRY.

Americans need no longer fear the German potash monopoly, according to a paper read recently before the American Chemical Society in St. Louis by Dr. J. W. Turrentine, in charge of the experimental plant for the extraction of potash and kelp, established at Summerland, Cal., by the United States Department of Agriculture. He declared that the potash monopoly, formerly entirely in the hands of Germany, is now divided between the Germans and the French; but that it would probably be a year or two before the supply of potash from European sources would be what it was before the war. Dr. Turrentine also believes that potash can be produced from kelp along profitable lines, taking into consideration the by-products which can also be obtained from the gigantic seaweed.

### GLYCERINE LOSSES IN FILTER SLUDGE.

One of the objections that have been urged against thorough purification of crude glycerine, despite its numerous advantages in improving the quality of the product and facilitating distillation, is that considerable loss is sustained by the retention of glycerine in the filter sludge. This, however, applies only when the sludge is not properly lixiviated. Assuming that a sub-lye contains, after chemical treatment, 5.64 per cent. of glycerine, and is composed of 6 per cent. of precipitate and 94 per cent. of liquid, then the latter will contain 6 per cent. of glycerine, the whole of that substance being in solution: The sludge retained in the filter press will be half solid matter and half solution, and consequently contain 3 per cent. of glycerine; and as the sludge amounts to 12 per cent. of the original lye, the loss of glycerine will be 0.36 per cent. of the total quantity originally present. If the sludge is more fluid (say 70 per cent. of solution) or drier (e.g., 40 per cent.), the loss of glycerine will be higher (0.84 per cent.) or lower (0.24 per cent.) than in the case just mentioned. It follows, therefore, that the sludge should be pressed so as to make it as dry as possible. In order that this result may be obtained, it is necessary that certain defects in the usual practice of working the filter press should be remedied: for example,

that of changing only such cloths as have become thoroughly clogged up during prolonged use.

The idea underlying this practice is that it saves the cost of washing the cloths, forgetting that it wastes valuable glycerine. Again, the sections of the press are often put in slightly askew, or the press is not tightened up uniformly, or the cloths do not sit properly, and consequently the presses squirt before all the frames are fully pressed and the sludge is too liquid. In any case, however, the sludge should be leached, which is usually done in the press itself by forcing water through the lye intake. This method has the disadvantage that the water takes the line of least resistance and flows through the cracks or thin places in the press cakes, leaving the other portions imperfectly extracted. As a remedy it has been suggested that the water should be introduced through the outlet as well, and then expelled through the intake; but even in this case the extraction is not perfect, some of the water escaping through the joints of the frames and the crevices in the press cakes.

A better way is to empty the press, stir up the sludge carefully with hot water, and then press the mixture again, the resulting sludge being afterwards dried by blowing steam through the press in the usual manner. If a 50 per cent. sludge is treated in this way with its own weight of water, 100 parts will furnish 200 of pulp, containing 50 of solids and 150 parts of liquid; and if this pulp be pressed so as to yield a second 50 per cent. sludge, the latter will contain only one-third of the dissolved glycerine from the original sludge, or 1 per cent. in the typical case already considered, the final loss of glycerine being reduced to 2.13 per cent. of the amount originally present in the sub-lye; and even this loss can be lowered still further by the steam treatment mentioned. This method of lixiviating the sludge is specially advantageous when the sludge is particularly mucinous in character; and, moreover, the stirring ensures uniform contact of all the particles of sludge with the added water, whilst the workmen are certain to use a sufficient quantity of water, or they will have trouble in getting the pulp out of the mixer.

The principal drawback of the method is the cost of the mixing apparatus and the second filtering; but where large quantities are in question it is undoubtedly the best system to pursue. As regards the amount of water that can be used to advantage, it will be evident that the larger the quantity, the better the recovery of the glycerine, but, on the other hand, the greater will be the cost of concentration. It is, therefore, advisable to take a middle course, and be satisfied with reducing the glycerine content of the sludge to about 1—1½ per cent. previous to steaming, the optimum proportion depending on the relative price of coal and glycerine. It must not be forgotten that the hot water or steam used also tends to decompose some of the sludge constituents and bring them into solution again, thus contaminating the glycerine.

The first remedy that suggests itself is to wash the sludge with the same reagent that was used for precipitation; but this is not always advisable, and recourse must be had to other agents the character of which will depend on the reaction, an acid liquor, for instance, being used for treating a precipitate that has been thrown down from an acid medium, though dilute alkalis will often decompose a precipitate from an acid medium to a greater extent than is done by water. For extracting glycerine, it is advisable to treat the filter sludge from a sub-lye that has been pre-

cipitated with sulphate of alumina, with a weak (not more than ½ per cent.) solution of that precipitant; and as this reagent is acid and corrodes iron, it should be used in wooden, enamelled, lead-lined, or stoneware vessels. The following example may be given of the dependence of the loss of glycerine in the filter sludge on the quality of the original sub-lye.

In the case of a lye containing 8 per cent. of glycerine, and yielding on precipitation 10 per cent. of filter sludge, with 1.2 per cent. of glycerine after lixiviation, the loss of glycerine will be 1.5 per cent. of the original quantity. On the other hand, a poorer lye, with only 5 per cent. of glycerine and yielding 18.75 per cent. of sludge washed to the same final glycerine content, will entail a loss of 4½ per cent. of the original quantity: that is to say, the loss will be three times as much as from the better lye containing 60 per cent. more glycerine. It is thus evident that the value of a sub-lye depends not only on the amount of glycerine it contains, but also on the amount of sludge that it yields on purification; and it must also be remembered that the cost of purification and the amount of water needed for extracting the sludge increase with the degree of impurity of the lye in the first place, whilst the glycerine recovered is less. Consequently, it does not pay to treat inferior lyes that are poor in glycerine.

#### A NEW PALM OIL.

An English trade paper reports that a new oil has been obtained from the piavassa palm in Sierra Leone, and that a sample of this oil was examined by the Imperial Institute in London. It resembles the palm oil, but has a darker color and is more fluid. The chemical characteristics are identical with those of the palm oil. The new oil is expected to bring a still higher price than palm oil.—From *Der Seifenfabrikant*; vol. XXXIX, Nrs 51-52; page 700, Dec. 24, 1919.

#### Growth of Palm-Oil Industry on Sumatra East Coast.

It is anticipated that the production and exportation of palm-oil, which is of comparatively recent development on the east coast of Sumatra, will continue to increase. At present there are about 600,000 trees, mostly planted within the last four years, representing an investment of \$6,000,000, and covering approximately 11,000 acres of ground, of which 2,600 acres are in bearing, and the remainder expected to be producing oil by 1922 or 1923. Exporters have been somewhat handicapped by a lack of suitable containers. Some shipments made in locally constructed wooden barrels resulted in a loss through leakage of 30 per cent.

#### A Glycerine Substitute.

The *Scientific American* says that according to a German patent soluble magnesia salts of butyric acid can be considered satisfactory substitutes for glycerine, especially when in combination with a small amount of alcohol or glycerine. The butyrate is very viscous, neutral and has a low freezing point. It is non-corrosive, forms a clear solution in water, and mixes satisfactorily with glycerine and its substitutes.

#### Prices of Copra and Coconut Oil in Java Markets.

The factors influencing the rise and fall of prices of copra and coconut oil, in the markets of the Dutch East Indies are discussed in a report by Trade Commissioner John A. Fowler, which may be obtained by requesting file No. FE-144 from the Bureau of Foreign and Domestic Commerce.

## MEDICINAL SOAPS\*

By G. WOLFF, M. D.

### A. General Physiological Action of Soap.

The causes of the action of the soap on the human skin were heatedly discussed for a long time before the parties to the dispute reached an agreement. To understand the action, which is well known from daily experience, more fully it appears necessary to review the chemistry of the soaps briefly.

The soaps are combinations of certain fatty acids with sodium or potassium. The soda soaps are the solid and the potash soaps the soft products of soap industry. The soda soaps are used for the finer purposes, especially for the cleansing of the human skin, while the soft soaps cause a greater irritation and are therefore only used to clean objects which are not very sensitive. As a rule the human skin requires a certain consideration and is only treated with soft soap for special therapeutic purposes, as will be shown later on. The most important fatty acids contained in the soaps are palmitic, stearic and oleic acid, and they also form the principal constituents of most of the animal and vegetable fats. This is no accident, because all soaps are obtained from fats which have to be subjected to a certain treatment for the purpose of saponification.

All fats are decomposed by the influence of the ordinary atmospheric oxygen, or at least partly split up into their constituents, fatty acids and glycerine. This process causes the fats to become rancid. The rancidity is nothing but the decomposition of a larger or smaller quantity of fat into fatty acid and glycerine. From butter, an animal fat, we all know the rancidity which makes itself easily noticeable to our senses by an unpleasant taste and repugnant smell. The splitting of the fats into glycerine and fatty acids can be accelerated in an artificial manner. If the free fatty acids are desired for any purpose, for instance the manufacture of stearin, the splitting may be accomplished quickly by heating the fats with lime or sulfuric acid. Certain ferments, albumenoid substances with a strong explosive chemical action, also are able to split the fats. A substance of this kind we have in the human pancreatic juice which splits the fats of the food into the more easily digestible parts. A ferment acting in a similar manner is contained in the seed of the castor-oil plant. These seeds are therefore used by the chemical industry to split the fats for "saponification."

Now let us return to the proper soaps, the sodium and potassium salts of the mentioned fatty acids. If not the free fatty acids, but soaps are desired the fats are heated with soda or potash lye. Thus soda or potash soaps are formed, as the sodium or potassium of the lyes combines with the fatty acid freed by the heating process. The fats are saponified and split up into their constituents, while the alkalis (sodium and potassium) combine with the fatty acids, simultaneously setting free glycerine, a valuable by-product of the manufacture of soap.

The manufacture of soaps is one of the oldest branches of the chemical industry, because of the fact that the soaps are a universal medium for the cleansing of the human skin and that the washing of clothes without soap is unthinkable. The remark of the great chemist Liebig, that the standard of the civilization of a nation may be meas-

ured by its annual soap consumption, still remains justified. All civilized peoples of the earth make the most extensive use of soap and it can nowhere be replaced by any other substance.

What are the causes of the cleansing action of soap? Like the fats the soaps are compounds which may easily be split up into their constituent parts. Contact with larger quantities of water splits the soap and thus free fatty acid and the corresponding soda or potash lye are formed. The formation of the lye is the principal basis for the action of the soap. The lyes have the faculty to soften and even to dissolve the horny tissue of our epidermis. The uppermost cells of the epidermis are easily loosened by washing and removed with the dirt attached to them. The lye also dissolves the fat which always covers our skin in a thin layer and either comes from the sebaceous glands or is produced by fatty degeneration of epidermic cells. The removal of this layer of fat makes it possible for the soaps to come into more intensive contact with the deeper strata of the epidermis.

The proof for the fact that a large number of epidermic cells is removed by every ablution can be obtained in a very simple manner, if one takes the trouble to examine the water used microscopically. A copious quantity of horny epidermic cells will always be found in the water, together with numerous dirt and dust particles, bacteria and other parasites of the skin. It is well known that the upper cell strata of our skin have the characteristic peculiarity to become horny. This enables them to offer better resistance to the numerous influences attacking the skin from the outside.

The cleansing action of the soap therefore is based on a chemical and a mechanical process which combine to produce the specific soap action. The chemical process is the splitting of the soap into fatty acid and lye, especially the influence of the latter on the cells of the living tissue. The mechanical process is represented by the rubbing which removes the surface strata of the skin loosened by the chemical action. One process is useless without the other. Rubbing with water alone and without the chemical action of the soap is no more able to accomplish a thorough cleansing than simply rinsing with a soap solution. To obtain the desired result the mechanical process of rubbing has to be combined with the chemical action of the lye contained in the soap.

The question may be asked why lye is not used directly for cleansing purposes. The reason is that the solution of the soap only forms a comparatively small quantity of free lye and the latter is distributed over a large quantity of water. The use of soap therefore gives the assurance that the lye comes into contact with the skin only in a limited concentration, while in the direct use of the soda or potash lye the permissible concentration may easily be overstepped. Another advantage of the soap is the mitigation of the irritating action of the free lye by the fat content which with the water forms the soap lather. Especially mild soaps are obtained by the addition of an excess of fat. These superfat soaps combine the action of the soap with that of the fatty creams and are for this reason often preferred by sensitive persons (lanolin soap, etc.). The more free lye a soap contains the more intensive its action is. The soft

\*From Deutsche Parfumerie-Zeitung, vol. 5. Nr. 20, p. 217, Oct. 25, 1919.

soaps, which are rich in lye, therefore irritate much more than the hard soaps and they are seldom used for the cleansing of the skin.

In medicine the soaps are used against certain diseases of the skin where it is necessary to remove the diseased upper cells and to expose the deeper strata to the remedies contained in the soap. Tar, sulfur, naphthol, iodine and other remedies destined for external use are added to the soaps and in this manner they act during the process of washing, making a special application unnecessary.

The strongest cleansing action is possessed by the potash or soft soaps which contain comparatively large quantities of lye. In view of the fact that the medicinal soaps used for the treatment of skin diseases often have to be applied for a long time on account of the chronic character of the affection the irritating potash soaps are not used as a soap basis, but only the solid soda or the superfat soaps which act in an especially mild manner. On the other hand the soft potash soap has been used successfully against certain kinds of tuberculosis. In cases of the very prevalent tubercular affection of the lymphatic glands the application of soft soap often results in an improvement of the condition of the patient. The soap is rubbed into the skin anywhere, not necessarily on the affected spot. The improvement of the condition therefore cannot be attributed to local action, but must be the result of the general action of the soap on the organism. The fact that the soap is vigorously rubbed into the skin enables it to enter the circulation of the blood and to act in a general way. The nature of this action is still unknown. Unfortunately the soap treatment for tuberculosis had to be stopped during the war on account of the general lack of fats. However, this method of treatment in cases of tuberculosis of the bones and glands will soon regain its old supporters in medical circles, because there is hope that in not too distant a time we will again be supplied more plentifully with fats. The treatment will be used as long as we do not possess the fervently hoped for specific remedy against tuberculosis, this most widespread infectious disease which claims its victims from all classes of the population.

Internally the soaps are seldom used, but a solution of green soap is an efficient antidote in cases of acid poisoning of any kind. The alkali contained in the soap solution is the natural agent to bind the acids. The strongly caustic acids are transformed into their sodium or potassium salts which do not get into the blood circulation easily and exert no such destructive influence on the mucous membranes as the acids themselves. The soaps also stimulate the movement of the bowels and cause defecation and for this reason they are generally used for injections into the rectum, but their use for the strengthening of purgatives is limited to certain rare cases. All of these modes of application of the soap pale into insignificance when compared with its general importance as a cleansing agent. For this purpose the soaps are used from times immemorial. It is said that the ancient Germans already knew the art of making soap and valued its cleansing action. Today we have penetrated deeper into the chemistry of the soaps and know that their specific action is principally due to the free lye formed by the solution in water. We also know that the fat part of the soaps is by no means unimportant. It is to be hoped that after the privations of the war years we may soon be relieved of the almost fatless clay soaps and will again be able to enjoy the action of soap as fully as in former times.

## B. Special Therapeutic Action of Medicinal Soaps.

The pharmacopoeia names *Sapo kalinus* (potash soap), *Sapo kalinus venalis* (soft soap), *Sapo medicatus* (medicated soap) and *Sapones medicati* (medicinal soaps). The latter are the real medicinal soaps. They serve as basis and vehicle for remedies which are easily resorbed in the form of a simple soap lotion and in this manner exert a general or local influence for special therapeutic purposes. The mercury, sulfur, iodine, salicylic and other soaps belong to this class and will be discussed later.

*Sapo kalinus* (potash soap) is generally produced from linseed oil, potash lye and alcohol (see pharmacopoeia for exact composition) and presents itself as a yellow or brownish, transparent, paste-like soap which contains the potassium salts of the fatty acids and also free alkali, glycerin and potassium carbonate. It is always used where a strong soap action is required, for instance for cleansing and disinfection, and also in the form of irritating poultices for the maceration of the skin in cases of parasitic diseases. Of great importance it is for methodical inunction cures against tubercular affections. This importance of the soft soaps has been pointed out in the first part of this article. It is to be expected that this use of the soap will be resumed as soon as we have a sufficient supply once more, because its curative action in cases of tubercular changes of the glands and bones is recognized from many sides. Naturally only the best purified potash soap can be used for these inunction cures, because otherwise the irritating action would be too great, if the soap remains on the skin any length of time. Ten to twenty grams are rubbed into the skin on succeeding days and in a certain order on different parts of the body (back, upper parts of the thighs, arms above the elbows). After half an hour the soap is washed off with warm water. These inunction cures are continued several weeks, with intervals of a few days, corresponding with the schedule for others (gray salve). The cheaper soft soap (*Sapo kalinus venalis*) cannot be used for this purpose. It is produced from cheaper qualities of oil and blubber and often still has constituents containing chlorophyll, from which it has its name "green soap."

## VEGETABLE OILS IN EASTERN SIBERIA.

The Maritime Province of Siberia has never been an oil-producing district, says Consul D. B. Macgowan, Vladivostok. But soy beans, sunflowers, flax and hemp have always been grown to a limited extent, and the last two having been introduced more recently. Oil obtained from seeds grown in the Province has always been consumed at home. In the various villages scattered throughout the Providence there have always been small bean-oil mills, very primitive in construction and operated for the most part by Chinese. But there were not sufficient beans grown here to keep these small mills going, and it was necessary to import beans from Manchuria. In the entire Province there is only one large mill. It belongs to the firm of Skidelsky and is located at Nikolsk-Ussurisk. Owing to political and social unrest and disorder, this large plant, and practically all the smaller ones, are at present idle. At the present time vegetable oils are articles of import, coming for the most part from China.

The text pages of THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW do not contain all of the news. You must read the advertising pages also to get the full benefit.



## MARCH SOAP EXPORTS FROM U. S.

The Department of Commerce, Bureau of Foreign and Domestic Commerce, at Washington, furnishes the following statistics of exports of soap from the United States to all countries in March, the figures given first being for toilet and fancy soaps, the second set of figures (in parentheses) in each item being for all other soaps:

Austria, \$....., (\$7,047); Azores and Madeira Islands, \$....., (\$175); Belgium, \$3,542, (\$185,694); Bulgaria, \$3, (\$2,785); Czechoslovakia, \$....., (\$2); Denmark, \$1,295, (\$1,553); Finland, \$....., (\$3,266); France, \$606, (\$25,700); Germany, \$2,180, (\$2,207); Greece, \$23,716, (\$8,228); Iceland and Faroe Islands, \$1,905, (\$6,730); Italy, \$3,769, (\$56,873); Netherlands, \$627, (\$5,470); Norway, \$6,943, (\$1,950); Poland and Danzig, \$2,263, (\$9,678); Portugal, \$1,162, (\$31); Roumania, \$1, (\$137); Russia in Europe, \$33, (\$8); Spain, \$4,474, (\$5,070); Sweden, \$16,566, (\$16,238); Switzerland, \$14,308, (\$4,720); Turkey in Europe, \$160, (\$2,906); England, \$12,761, (\$54,456); Scotland, \$....., (\$7,242); Bermuda, \$515, (\$567); British Honduras, \$527, (\$2,878); Canada, \$19,946, (\$125,008); Costa Rica, \$2,916, (\$1,936); Guatemala, \$7,922, (\$443); Honduras, \$2,022, (\$6,907); Nicaragua, \$3,909, (\$2,725); Panama, \$10,864, (\$26,341); Salvador, \$3,910, (\$29); Mexico, \$25,409, (\$363,000); Newfoundland and Labrador, \$1,206, (\$1,558); Barbados, \$160, (\$2,518); Jamaica, \$5,606, (\$742); Trinidad and Tobago, \$1,107, (\$12); other British West Indies, \$896, (\$10,138); Cuba, \$29,628, (\$90,935); Virgin Islands of United States, \$344, (\$1,766); Dutch West Indies, \$2,594, (\$558); French West Indies, \$202, (\$1,033); Haiti, \$3,205, (\$112,358); Dominican Republic, \$17,217, (\$111,910); Argentina, \$38,735, (\$9,015); Bolivia, \$1,017, (\$350); Brazil, \$17,607, (\$2,353); Chile, \$6,737, (\$11,251); Colombia, \$11,204, (\$1,858); Ecuador, \$5,772, (\$13,985); British Guiana, \$482, (\$685); Dutch Guiana, \$358, (\$1,902); French Guiana, \$1,320, (\$850); Paraguay, \$3,771, (\$.....); Peru, \$13,893, (\$2,958); Uruguay, \$7,038, (\$2,562); Venezuela, \$16,315, (\$59); China, \$7,164, (\$19,903); Chosen, \$235, (\$479); British India, \$37,018, (\$923); Straits Settlements, \$1,881, (\$10); other British East Indies, \$2,834, (\$.....); Dutch East Indies, \$1,688, (\$607); French East Indies, \$65, (\$.....); Hongkong, \$5,217, (\$2,071); Japan, \$2,538, (\$1,674); Russia in Asia, \$....., (\$250); Siam, \$466, (\$123); Turkey in Asia, \$5,758, (\$1,260); Australia, \$20,499, (\$2,390); New Zealand, \$14,583, (\$1,903); other British Oceania, \$15, (\$.....); French Oceania, \$60, (\$.....); other Oceania, \$....., (\$37); Philippine Islands, \$16,662, (\$56,350); Belgian Congo, \$27, (\$114); British West Africa, \$300, (\$29); British South Africa, \$14,676, (\$23,452); British East Africa, \$142, (\$.....); Canary Islands, \$731, (\$.....); French Africa, \$156, (\$1,154); Kamerun, etc., \$18, (\$.....); Liberia, \$....., (\$11); Portuguese Africa, \$631, (\$.....); Spanish Africa, \$15, (\$.....); Egypt, \$2,738, (\$311); total, \$496,785, (\$1,432,397).

## Imports of Soap Into Malta.

Soaps imported into Malta are classified in the customs returns under laundry soap and other soaps. The value of the laundry soap imported during the fiscal year ended March 31, 1919, was \$403,710, while the value of other soaps was \$76,930. The latter were imported from the following countries: United Kingdom, \$75,986; France, \$39; United States, \$822; ships in harbor, \$83. Toilet soaps are subject to duty at the rate of 5 per cent ad valorem. Practically all goods imported into Malta are received by commission houses.

## Soap Factory for Polish Republic.

The installation of machinery for a soap factory at Krakow has just about ended. During the present calendar year this factory is expected to turn out 88,000 pounds of good-quality soap at a lower price than any soap that may be bought at the present time within the Republic.

## Features to Be Found on Other Pages.

Readers of the SOAP SECTION may find items of interest to them in our Trade Notes pages, as well as in Patents and Trade Marks and Foreign Correspondence.

## FEATURES OF SOAP MATERIAL MARKET.

(Continued from next page)

whose baleful influences the country was suffering at the time conditions were last reviewed, petered out soon thereafter, its effect was to augment an already demoralized transportation situation while the local strikes of dockers and teamsters still hold shipments to and from this port in a state of partial paralysis. The financial situation is one of unprecedented strain and the difficulty of financing even the most necessary business operations discourages any effort for expansion or departure from the strictest line of conservatism. Consequently there is a forced disposition to reduce holdings of merchandise and abstain from all buying that is not warranted by current requirements.

While prices for a majority of the oils employed in soap making are at considerably lower levels than they were a month ago, those for the cottonseed product have been fairly well maintained, on the whole, though now and again fluctuations have been forced by the price movement of competing products, notably lard. Among holders there has been a disposition to release stock sparingly in anticipation of curtailed production as an outcome of unsettled industrial and financial conditions. Coconut oil is another commodity that has held up well under the strain of general depression, the fact being that the almost prohibitive cost of copra has sharply restricted production.

Much is hoped of the efforts now under way to release the freight congestion by a concentration of railroad equipment at vital points of traffic, for which the Interstate Commerce Commission has ample power. Such action, with the settlement of the question of grievances in the matter of wages that is now before the Railway Labor Board, is confidently expected to furnish in the near future a solution of one of the most distressful problems with which general business has ever been confronted.

## INDUSTRIAL CHEMICALS.

In the chemical market there has been presented the anomaly of declining prices in the face of a shortage of available supplies, that is only to be explained by the almost complete breakdown of freight transportation facilities. Business for this reason has been largely localized and in spite of curtailed production supply has been in excess of demand from such consumers as could be reached by deliveries, made for the most part by motor truck. Pressure to sell has been emphasized in not a few instances by the need of money owing to the action of the banks in restricting commercial loans and the necessity of liquidating stocks of goods hypothecated against prior loans. This has hit regular merchandising operations quite as hard as those of a purely speculative nature. The depressing effects of these conditions, in a restricted market, was inevitable, though it is to be noted that comparatively few of the commodities used by soap makers have seriously depreciated in market value. The slump in caustic soda prices that was expected to follow the financial disturbance in Japan a month ago seems to have been averted. Conditions there have turned out to be not so bad by a good deal as first reports represented them to be, but the reaction of this market to the curtailment of demand from that quarter and the reversion of stock intended for Japan to its original owners, have caused a recession of prices, not so much here as in the west, where the goods were stopped in transit by cancellation of export sale contracts.

## Soap Importation into Haiti.

Haiti is said to import more soap than any other country of similar size. Statistics for the year 1918 show importations from the United States into Haiti of toilet soaps valued at \$15,429 and of all other soaps valued at \$748,792. Considerable high priced French perfumed toilet soap is imported for the better class of trade also. Since the natives have become accustomed to a combination laundry and toilet soap especially designed for the market, any firm desiring to sell its product into Haiti would doubtless be obliged to adopt the popular size, namely, bars 14 inches long by 1½ inches wide and high.

## MARKET REVIEW ON TALLOW, ETC.

(Specially written for this journal.)

### TALLOW.

The upset railroad conditions since the middle of April produced accumulations of tallow at local and nearby points, causing holders to be willing to accept reductions in price in order to market material.

At the end of last week smelters of New York Special Tallow sold at 13½c. per pound, a decline of ¾c. per pound from the previous price.

At present 13c. is the best bid for New York Special Tallow with offers at 13½c., and all indications are that sellers will either meet buyers' views else accept a slight reduction under 13½c.

The country seems to be facing a general tendency to economize and this aided by the desire of retailers to reduce their stocks of soap makes business dull and creates indifference on the part of soap manufacturers to purchase tallow at the present level of prices, although their stocks of raw materials are low, and as a matter of fact stocks on hand of manufactured soap in the factories and warehouses of producers are smaller at present than for many months.

The soap business seems to be undergoing a somewhat similar condition that confronted the trade after the signing of the armistice when tallow prices shrunk quickly and tremendously due to the efforts of jobbers and retailers to distribute their abnormally large stocks of soap.

While it is useless to look forward to any decided upward reaction at the present time, nevertheless it should be borne in mind that fat stocks and particularly tallow cannot very well decline to the low point of 8½c. which prevailed several months after the armistice was signed, but that there is a possibility of prices receding one or perhaps several cents per pound when a general replenishment of material will be found necessary by the soap manufacturers, thereby stopping any big decline in prices.

Special tallow which from its previous low point of 8½c. reached 21½c. can be safely calculated to find a resting place for a while at around 12c. should the market continue to recede to that level.

TOBIAS T. PERGAMENT

May 19, 1920.

### GLYCERINE.

(Specially Written for This Journal by W. A. Stopford.)

The market has strengthened considerably, since our letter of April 20, the price for Chemically Pure having advanced nearly 4c. per lb., it being quoted today at 26½c. to 27c., in bulk. The reason for the rise has been due to transportation difficulties, which have been experienced during the past month, and also to the poor soap business, which is reported to be about 60% of normal, thus resulting in a decreased production of Glycerine. The demand for Chemically Pure continues large, and stocks and prospective production are none too great, consequently, even higher prices than those now prevailing, are looked for.

Refiners have been obliged to resort to the purchase of Dynamite Glycerine, owing to the scarcity of Crude, in order to take care of their commitments, in Chemically Pure. The imports of Glycerine during March, were over 3,000,000 pounds, it being the largest month since March, 1915. The exports were 335,000 pounds, which shows a large increase over any month since last September. City Special Tallow has shown but slight fluctuation, the last quotation being 14½c., loose.

### VEGETABLE OILS.

A general recession of prices during the past month was a natural concomitant of conditions that have had a most depressing effect upon business enterprise. Although the "outlaw" railway workers' strike under

(Continued on preceding page)

### SOAP MATERIALS.

#### Tallow and Grease.

Tallow, New York, Special, 13½c. nom. Edible, New York, 15½c. Prime Packers, Chicago, 14½c. Edible, Chicago, 15½c. Yellow grease, New York, 12½c. Brown grease, New York, 11¾-12c. Yellow grease, Chicago, 12-12½c. Brown grease, Chicago, 11½-11¾c.

Rosin—Savannah, May 18.

Common to good...	\$14.65	I	\$17.25
D	17.15	K	17.55
E	17.25	M	18.00
F	17.25	N	18.25
G	17.25	W. G.	18.50
H	17.25	W. W.	18.75
Starch, Pearl, per 100 lbs.			\$5.47 @ 5.79
Starch, powdered, per 100 lbs.			5.62 @ 5.94
Stearic acid, single pressed, per lb.			25c.
Stearic acid, double pressed, per lb.			26c.
Stearic acid, triple pressed, per lb.			29c.
Glycerine, C. P., per lb.			26 @ 26½c.
Glycerine, dynamite, per lb.			25 @ 25½c.
Soap lye, crude, 80 per cent loose, per lb.			17½ @ 17¾c.
Soap lye, saponification, 80 per cent loose, per lb.			18½ @ 19c.

#### Oils.

Cocoanut, edible, per lb.	20 @ 21c.
Cocoa nut, Cochín, E. L., per lb.	nominal
Cocoanut, Cochín, Dom., per lb.	19½ @ 20c.
Cocoanut, Ceylon, Dom., per lb.	18½ @ 19c.
Palm, Lagos, per lb.	13½ @ 14½c.
Palm, Niger, per lb.	12½ @ —
Palm, Liberian, per lb.	12½ @ 12½c.
Palm, Kernel, per lb., nominal.	19½ @ 20c.
Cotton, crude, per lb., f. o. b. mill.	15½ @ 15½c.
Cotton, refined, per lb., New York.	18½ @ 19c.
Soya Bean, per lb.	17½ @ 17¾c.
Corn, crude, per gal.	17 @ 18c.
Corn, refined, per gal.	\$1.75 @ 2.00
Castor, No. 1, per lb.	20c.
Castor, No. 3, per lb.	19c.
Peanut, crude, per lb.	17 @ 18c.
Peanut, refined, per lb.	22 @ 23c.
Olive, denatured, per gal.	\$3.10 @ 3.15
Olive, Foote's, prime green, per lb.	19½ @ 19¾c.

#### Chemicals.

Soda, caustic, 76 per cent, per 100 lbs.	\$6.50 @ 6.75
Soda Ash, 58 per cent, per 100 lbs.	\$3.65 @ 3.70
Potash, caustic, 88 @ 92 per cent, per lb. f. o. b. Works	30 @ 33c.
Potash, caustic, 70 @ 75 per cent, f. o. b. Works	25 @ 27c.
Potash, carbonate, 80 @ 85 per cent, per lb., New York	19 @ 22c.
Salt, common, fine, per 100 lbs.	\$1.55 @ 1.60
Sulphuric Acid, 60° per cent, per ton.	\$19.00 @ 21.00
Sulphuric Acid, 66° per cent, per ton.	\$24.00 @ 25.00
Borax, crystals, per lb.	8½ @ 9c.
Borax, granular, per lb.	8½ @ 9c.
Zinc Oxide, American, per lb.	9½ @ 10c.

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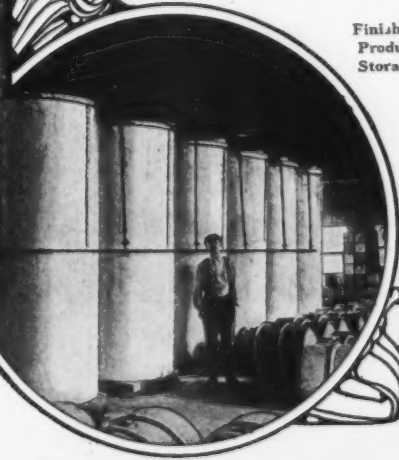
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@ 3.70

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@ 1.60

@ 21.00

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RHODINOL PURE and Esters

RESINOL OAK MOSS

TERPENYL ACETATE and other Esters

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## ISO BUTYL SALICYLATE

NEW ESTERS FOR MODERN  
CREATIONS, TREFLE &  
ORIENTAL BOUQUETS



AROMATIC CHEMICALS—ETHERS—ESSENTIAL OILS

IMPORTERS—MANUFACTURERS—EXPORTERS





# OAK MOSS

A Very Fine Product of Great Strength.  
SAMPLES ON REQUEST.

**ELIJAH BRAUER & CO.**

48 PATERSON ST. JERSEY CITY, N.J.

PERFUMERS' RAW MATERIALS,  
ESSENTIAL OILS, CHEMICALS.



## Does Your Bottle Pull for You?

**I**N your absence, does your bottle deliver your message to the buyer?

Does it, in combination with your labels and cartons, convey to the mind of the buyer an idea of the super-quality of its contents?

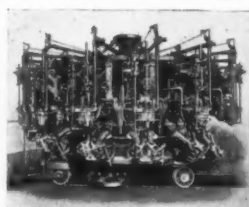
If your bottle falls short in these requirements, it fails to meet the needs of your business.

Owens Bottles, because of their superior style and luster, do suggest a high quality for the contents. We gladly furnish samples and prices. Write to-day.

THE OWENS BOTTLE COMPANY  
TOLEDO OHIO

Largest Manufacturers of Bottles in the World

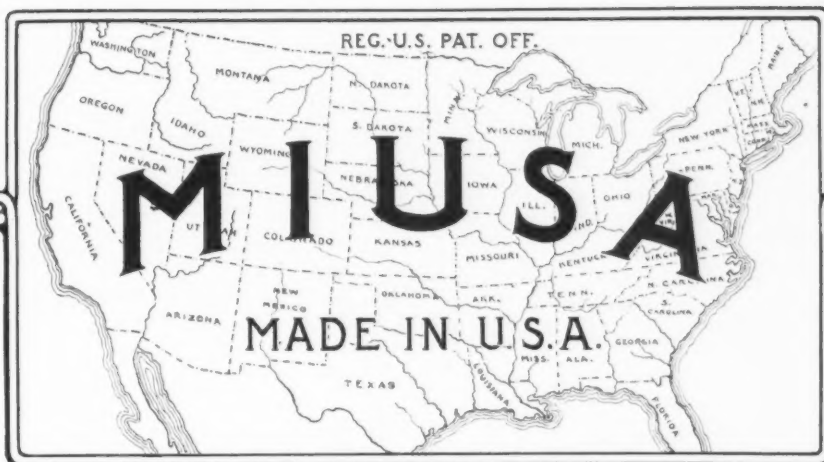
**Owens**  
BOTTLES



The Owens Bottle Machine

Built, Patented and Perfected by The Owens Bottle Company. This wonderful machine, nearly human in manufacturing the best bottles ever produced—each bottle being correct as to weight, capacity and corkage, with a maximum of strength.

Member Glass  
Container  
Assn. of  
America



## THIS TRADE-MARK

this slogan and this label should be foremost in the minds of all American buyers of synthetic perfumery raw materials.

### JACINTHE

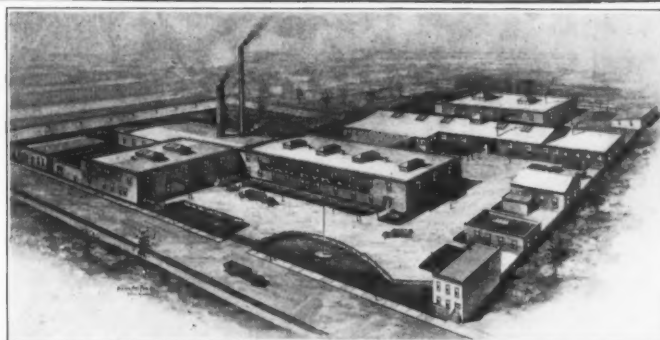
(Phenylacetaldehyde)

Better than now imported

### LILAC "DELTA"

Smells like a bunch of growing unpicked white lilacs.

*Write for Samples*



**VAN DYK & CO.** Incorporated 1904

4 & 6 Platt St., New York

:

Factory: Jersey City, N. J.

---

## your label

### WHY do you use *your own* label?

Is it because you are looking forward to the creation of a demand for *your own* merchandise?

It is, *certainly!*

### your Quality:

**T**hen you want merchandise that will stand up with any of the greatly advertised and publicly demanded class. You want a clean looking package, you want quality and refinement. You must have all these or **YOUR** package will be one of the many millions that are doomed to grace the shelves of the perfumer rather than the appearance of "Milady." You want repeats and you want many of them—don't you?

### our service:

**W**E offer you the *confidential* service of a large, modern, scientific and practical laboratory, specializing in the compounding of toilet preparations of merit. It makes **NO** difference to us how small or how large your requirements may be—our service to you is the same—

Standard—consistent—*satisfactory*

**f**or those who would be *leaders* in the line of cosmetics, we suggest: that *you* **PLAN YOUR NEXT SEASON'S BUSINESS WITH US.**

(We Specialize  
in Specialties)

**TRECE LABORATORIES, Inc.**

Originators of Quality Toilette Accessories

Willis Ave, at 134th Street, New York

PHONE, MELROSE 10298

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## LEAD—NEVER FOLLOW—TO WIN!!

---



# J. MÉRO & BOYVEAU

Established 1832

GRASSE, FRANCE

*We Offer Ex Stocks In Hand*

## LIQUID ABSOLUTES

Jasmin  
Rose  
Violet Flowers  
Cassie  
Reseda

**SURFLEURS.** These products are not Absolutes reduced to meet a price and sold under various designations, but represent proper proportions of the finest quality of Synthetics it is possible to manufacture, distilled in the presence of Flowers, thus giving to the finished units an individual character, distinctive and pleasing.

We have in stock Jasmin, Mimosa, Carnation, Muguet, Neroli, Rose Blanche, Rose Rouge, Violet Victoria, Violet Parma, Violet Leaves, Orris, Heliotrope.

**FIXODORS.** These fixatives are of the highest possible concentration attainable and are readily soluble in alcohol.

Our present stock comprises Ambrine, for perfume, Balsam Peru, Benzoin, Civet, Labdanum, Styrax.

YOUR INQUIRIES ARE INVITED

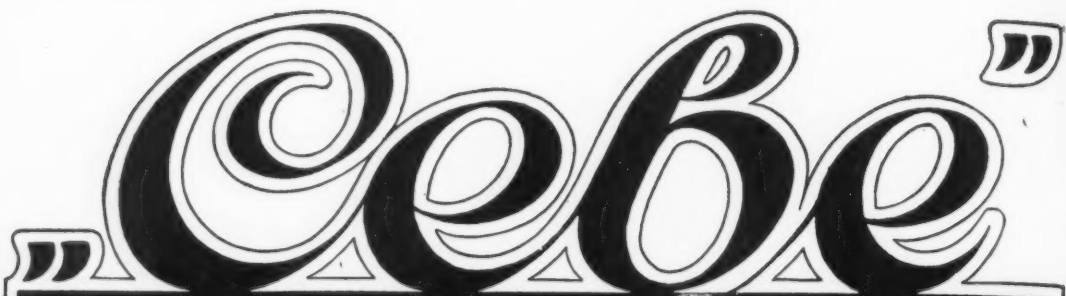
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Sole American and Canadian Agents

DELPHI PRODUCTS, Inc.

99-101 BEEKMAN ST., NEW YORK





If you are interested in

**Artificial  
Flower  
Oils**

**Synthetic  
Aromatic  
Chemicals**

and

**ESSENTIAL OILS**

Ask at once for  
Our new Price List

**CHEMICAL WORKS BRUGG**

LTD.

**BRUGG, SWITZERLAND**

Sole Agent for U. S. A.

**JACOB HARRIS**

**50 BROAD STREET**

**NEW YORK**

## Universal Electric Filler and Weigher For Talcum and Face Powder

HANDLES  
ANY  
CONTAINER



CAN BE  
EQUIPPED WITH  
AUTOMATIC  
CAPPING  
DEVICE

The ideal filler for a medium sized plant.  
Capacity 10,000 per day with ONE girl.  
All sensitive working parts in dust-proof cabinet.

For motor or belt drive.  
Floor space 3 ft. x 3 ft. Height 7 ft.  
Built to stand heavy constant duty.

**AMERICAN MACHINERY COMPANY, Inc.**  
330-342 N. 12th Street, Philadelphia, Pa.

Eastern Representative, B. F. Adams, 15 Park Row, New York, N. Y.

# THE NEW WAY CLIPS

## Collapsible Tube Clips

The Clip that Does Not Cut the Tube

Standard Sizes	
No. of Clip	Diam. of Tube
0	$\frac{3}{8}$
1	$\frac{1}{2}$
2	$\frac{5}{8}$
3	$\frac{3}{4}$
3A	$\frac{7}{8}$
4	1
4A	$1\frac{1}{8}$
5	$1\frac{1}{4}$
6	$1\frac{1}{2}$
7	$1\frac{3}{4}$
8	2

Use Clip Numbers when Ordering

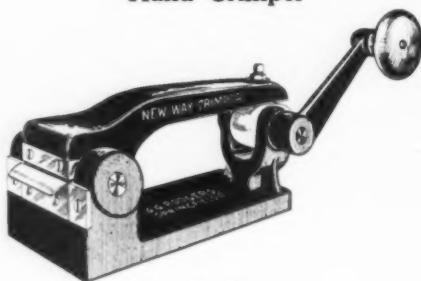
From 0 to 5 Carried in Stock; 6, 7, 8 to Order

Other Sizes Furnished to Order



With an inside corrugation which absolutely prevents leakage

## Hand Crimper



No. 1

Will Crimp Clips from the smallest to 2 inches

Tension Adjustable

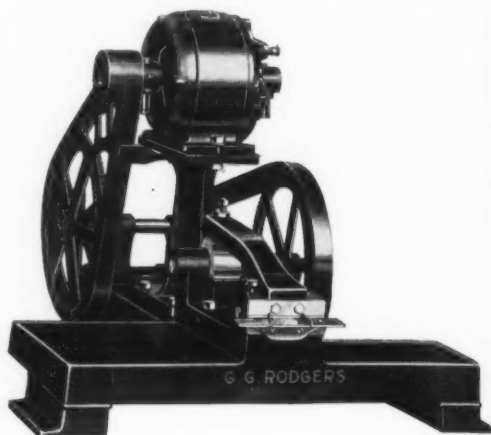
Bench Space 5 x 15 Inches Shipping Weight 25 Lbs.

MANUFACTURED BY

**GEORGE G. RODGERS**

SPRINGFIELD, OHIO, U. S. A.

## Power Bench Crimping Machines



No. 4

For Collapsible Tubes

Electric Drive

Bench Space 23 x 26 Inches

## Power Double Crimper

BOX TYPE



No. 5

For Collapsible Tubes

Electric Drive

Height 31 Inches

Floor Space 24 x 36 Inches



# JASMIN

# WHITE

SYNTHETIC

On account of the high cost of the natural concrete, this synthetic is being used in many compounds.

It will not discolor the finest creams or powders.

AND  
LILY OF THE VALLEY  
Pre-War Quality

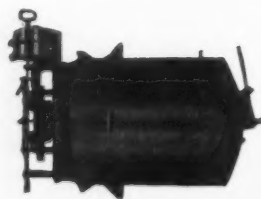
SPECIALTIES OF

**Polak's Frutal Works**  
**Amersfoort (Holland)**

Makers of synthetic perfume materials, essential oils, fruit flavors (natural and artificial).

Address all inquiries to  
87 FULTON ST., NEW YORK

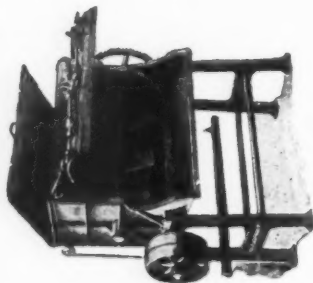
ASK FOR SAMPLES



PERFECTION Crutcher.



HORIZONTAL Crutcher.



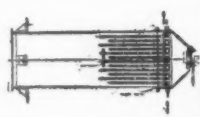
IDEAL Amalgamator.



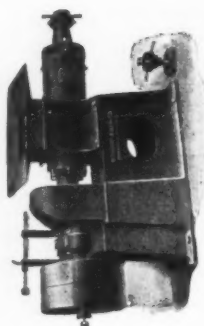
Soap Chipper.



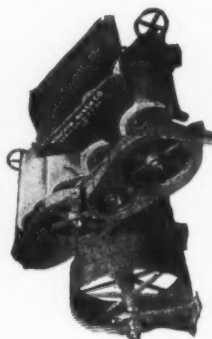
STANDARD Soap Frame.



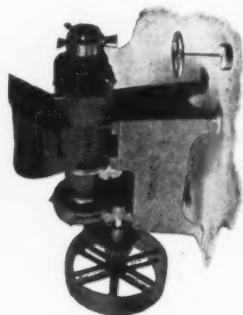
ACME Remelter.



TYPE "F" Plodder.



2-, 3- and 4-Roll Soap Mills.



4-, 6-, 8- and 10-Inch Screw Soap Plodder.

## HOUCHIN-AIKEN CO.

INCORPORATED

ENGINEERS AND MACHINISTS

## SOAP MACHINERY

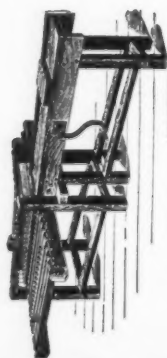
Kettles, Crutchers, Frames, Slabbers, Cutters, Remelters, Presses, Chipper, Mills, Plodders, Soap Dies, Perfume Mixers

GLYCERINE MACHINERY

Plans and Specifications for Plants—Old Plants Remodeled

115 to 121 Fifty-third Street

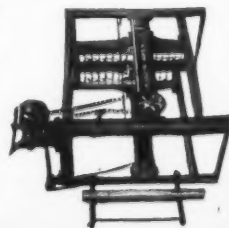
BROOKLYN, N. Y.



DOUBLE RACK Cutter.



AIKEN Power Cutter.



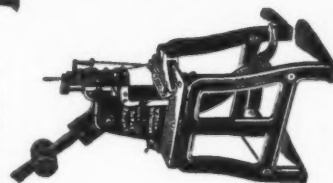
AIKEN Power Slabber.



No. 4 Soap Press.



Soap Dies.



EMPIRE STATE Soap Press.

# Aluminum vs. Opal Glass Cream Jars



Full Size—2½ Oz. Capacity  
Also Furnished 1½ Oz. Capacity

One of the largest and most progressive toilet goods manufacturers has adopted this jar because it is handsome, durable, eliminates breakage in shipment and reduces shipping weights materially.

How about you?



## Metal Compact Boxes Single or Double

Hinged or Slip Cover  
Gilt, Nickel or Gold-Plated

## Lip-Stick and Eye-Brow Tubes

## Aluminum Caps

Write us regarding any special or stock design and prices.

# H. L. HEITER

*Specialist and Originator of Metal Boxes for Compacts*

200 Fifth Ave.

New York

Tel. Gramercy 3221

The only perfumes entitled to be called

## FRENCH PERFUMES

are perfumes actually made and imported in their finished form in the United States. The reputation of the maker is the best guarantee of an actual FRENCH PERFUME. The trade is warned that many unscrupulous manufacturers of perfumes in the United States use the word PARIS on their labels in a false or misleading sense to give the impression that their product is a FRENCH PERFUME.

THE PERFUMERY IMPORTERS' ASSOCIATION OF THE UNITED STATES, comprising the leading importers of genuine FRENCH PERFUMERY, intends in the future to proceed vigorously against any misuse of the word FRANCE or PARIS on perfumery labels in the United States. One action of this character has already been brought and a preliminary injunction granted. A copy of Judge Hand's order in the U. S. District Court for the Southern District of New York, filed April 7, 1920,

in the case of Coty v. F. H. Smith trading as Miro-Dena is herewith reproduced. It is intended to take similar action in the future against any others misusing the word PARIS on their labels. The trade is cautioned to see that perfumes labeled PARIS or FRANCE and sold as imported perfumes are genuine imported goods.

### PERFUMERY IMPORTERS' ASSOCIATION OF THE UNITED STATES

B. E. LEVY, President.

W. G. WALKER, Secretary.

New York

#### UNITED STATES DISTRICT COURT, SOUTHERN DISTRICT OF NEW YORK.

FRANCOIS JOSEPH DE SPOTURNO COTY,  
Plaintiff,

—against—

FREDERICK K. SMITH, doing business  
as MIRO-DENA,

Defendant.

F 17-140

This cause having come on for further argument at the March term of this court, and having been argued by counsel, upon due deliberation thereof it was

ORDERED, ADJUDGED AND DECREED that the Order entered herein on the 18th day of March, 1920, be modified to read as follows:

ORDERED, ADJUDGED AND DECREED that an injunction be issued under the seal of this court restraining Frederick K. Smith, his demonstrators, agents, salesmen, servants and employees and all persons acting through and under him or in privity with him:

1. From selling any perfume under the name "L'Orea," or any perfume in bottles and cases similar in appearance to those of the plaintiff's "L'Origan"; from selling any perfume in bottles and cases similar in appearance to those of the plaintiff's "La Rose Jacqueminot"; from selling any perfume in bottles and cases similar in appearance to the plaintiff's "Lilas Pourpre"; from using the word "Paris" upon his perfumes except with the words "blended in New York" in immediate juxtaposition to the word "Paris" and of equal size. The defendant may sell perfume other than of rose odor in bottles similar to those in which he sells "La Rose d'Amour," provided it be sold in a case of different appearance than that of the plaintiff's "La Rose Jacqueminot." Defendant is in addition enjoined from representing any of his perfumes as made in France.

LEARNED HAND, D. J.

Filed April 7, 1920.



*There are many petroleum jellies  
but only one VASELINE.*

*There are many styles of cameras  
but only one KODAK.*

*There are many hair tinting prepara-  
tions but there is only one genuine*

## M A S C A R O

which is manufactured by Panafieu Pere et Fils,  
42 Rue de Chabrol, Paris, France. MAS-  
CARO is the trade mark and exclusive property  
of Panafieu Pere et Fils as applied to a hair-  
tinting preparation, or hair dye, and no other  
concern is licensed or authorized to apply the  
name MASCARO to any preparation manu-  
factured by it. Any further infringement of this  
trade mark will be promptly prosecuted.

### PARK & TILFORD

*Sole Agents for the United States,  
New York City*

## NOTICE!

### Our Government Rewards Originality

**Y**OU are hereby notified that the United States Government has protected La Meda Cold Creamed Powder with a broad, Basic Patent, No. 1,332,190 covering both the idea of combining a face cream and face powder and also the process of manufacturing it.

In view of this exceptional official recognition and endorsement in the cosmetic field of La Meda's originality and merit, it is our sincere duty to protect the drug trade and consuming public in every possible way.

Cold Creamed Powder is the most important advance in the method of applying cosmetics since greaseless creams were first introduced. It is an entirely new product in the toilet goods field, as clear and distinctive in character as massage cream, cold cream or vanishing cream.

In view of the above mentioned patent, La Meda Cold Creamed Powder is the only toilet preparation containing face cream and face powder that can be made or sold in the United States during the next seventeen years, except by special license from us.

Similar Patents are also pending in a large number of foreign countries.

La Meda Cold Creamed Powder is a new idea, scientifically correct, that is literally taking the ladies by storm. Something women have wanted for years. The most logical, sensible and beneficial way of applying face powder to the skin. Stays on. Defies heat, cold, rain, wind or even perspiration. There is no substitute for it!

Write for any desired information. Your favors will always receive our very careful and prompt attention.

Most sincerely yours,  
LA MEDA MFG. COMPANY.



President

**La Meda**

103 E. Garfield Blvd.  
Chicago, U. S. A.

## GENUINE FRENCH FILTER PAPER

ROUND AND SQUARE

FLAT AND PLAITED

ALL SIZES



PURE RAG BASE

FREE FROM CHEMICALS

Always in Stock

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## WOOL and DOWN PUFFS

Vanity and Serviettes Styles

ALL SIZES

Made in France

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## SYNTHETIC PERFUME MATERIALS

PHENYLETHYL ALCOHOL  
PHENYLETHYL ACETATE  
BENZYL ACETATE  
METHYL HEPTINE CARBONATE

JASMIN  
FOUGERE F  
OEILLET  
MUGUET FLEUR

---

## HENRY KAYSER & FILS, Inc.

MARCEL SCHMITT, Mgr.

41 Union Square

NEW YORK

# NADAL & DESPARMET

NANTERRE (Seine)

FRANCE

## 100% PURE PERFUMERY SYNTHETICS

### BENZYL ACETATE

#### TILLEUL

Best base for Lily of the Valley.

#### GERANIOL

Absolutely free from citronella odor.

#### VERT VIOLETTE

Methyl Heptine Carbonate.

#### VIOLETTE BLANCHE

#### DECYLIC ETHER

Neutral solvent, no color, free of alcohol and aldehyde decylic.

#### CYCLOSOL

---

### FLAVOR SPECIALTIES:

#### FRAISE SYNTHETIQUE, PURE

(Very fine strawberry)

#### PECHE SYNTHETIQUE, 100%

(Very fine peach)

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SOLE U. S. AND CANADA AGENTS

## NATIONAL GUM & MICA COMPANY

59th ST. and 11th AVE.

NEW YORK CITY



# Compagnie Parento

NATURAL AND SYNTHETIC RAW MATERIALS

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LILAS DE GRASSE

True Base for Lilac  
Compositions.

LILY FLEUR

True Character of the  
Natural Flower.

Latest Specialty  
ROSE ROUGE

LILAS PARENTO

Pre-War Quality

LILY N.

Base for Lily of the Valley

JASMIN F

VIOLET F

CITRONELLOL

GERANIOL

RHODINOL

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# Compagnie Parento

537 S. Dearborn Street  
Chicago

*We can take care of  
Your Requirements*

*Prompt Deliveries*

Brass Boxes  
*for*  
Powder & Rouge  
Compacts

*Hinged or Slip Cover  
Fitted with or without  
Mirror & Bezel~*

Our **ROMAN** finish  
will not tarnish

**KEENEY-KARMEN COMPANY**

MANUFACTURERS OF METAL PRODUCTS

140 SIXTH AVENUE  
NEW YORK



# POWDER PUFFS

## OF QUALITY

Packed one doz. to carton. Plain or in individual glassine envelopes.



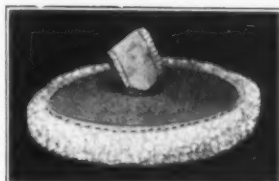
Made in 14 sizes, 45 to 110 mm. ( $1\frac{3}{4}$ " to  $4\frac{1}{4}$ " )

## DOWNYWOOL

Genuine lambs' wool of the finest quality

## DOWNYPUFF

Best grade American Cotton Velour



### Vanity Rouge Puffs Always on Hand

Uniform machine-made. Ribbon fastening absolutely secure. Furnished in five colors or gold. Will harmonize with any package.

Nearly 10 years' manufacturing experience gives us thorough familiarity with your needs. Our output has been largely increased and we can give prompt attention to the largest demands of the trade.

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Samples on Request

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# THE COSIN CO.

30 EAST 23rd ST.

NEW YORK

# PFALTZ & BAUER

INC.

300 PEARL STREET  
NEW YORK CITY

IMPORTERS



EXPORTERS

ESSENTIAL OILS

CHEMICALS

SYNTHETIC      AROMATIC

PERFUMERS' SUPPLIES

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PHENYL ETHYL ALCOHOL

IMPORTED

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*Sole Agents For*

## LA ZAGARA

Reggio - Italy

DISTILLERS OF

PETITGRAIN  
ORANGE

BERGAMOT

LEMON  
NEROLI



# NON-METALLIC COLLAPSIBLE TUBES

Plain and Decorated

## NON-BREAKABLE

Most Sanitary and Attractive Container for

**Cold Creams**

**Tooth Paste**

**Ointments**

**Prophylactics**

**Shaving Creams**

**Flavoring Extracts**

**Paints and Inks**

We manufacture a special DOUBLE TURN aluminum clip for use with our tube which makes the closing absolutely perfect.

Samples and quotations gladly submitted.

## HYGIENIC TUBE COMPANY

88 McWhorter Street

NEWARK, N. J.



AN ATTRACTIVELY DRESSED WOMAN  
COMMANDS ATTENTION  
THE SAME IS TRUE FOR A TOILET PREPARATION  
OUR LINE OF STOCK LABELS  
WILL SELL YOUR GOODS.  
CATALOGUE SENT ON REQUEST.

NOTE THE CAN WRAPS WHICH WE CARRY ALSO  
WE MAKE MANY SPECIAL LABELS AND WILL GLADLY SUBMIT SKETCHES & PRICES

**THE JARDEN LITHO. CO.**  
310-316 N. 11<sup>TH</sup> ST. PHILA., PA.



# Our Service at Your Service



DOUBLE COMPACT WITH MIRROR

## POWDER AND ROUGE BOXES

Slip Cover and Hinged  
With and Without Mirrors  
All Shapes, Finishes and Colors  
Stock and Special Designs

*Write for Prices*

**E. LOESSER MILLS, Inc.**

142 Pine Street

Montclair, N. J.

Makers of Metal Novelties



ROUND HINGED COMPACT

**WE SELL DIRECT,  
NOT THRO' AGENTS**



OCTAGON COMPACT

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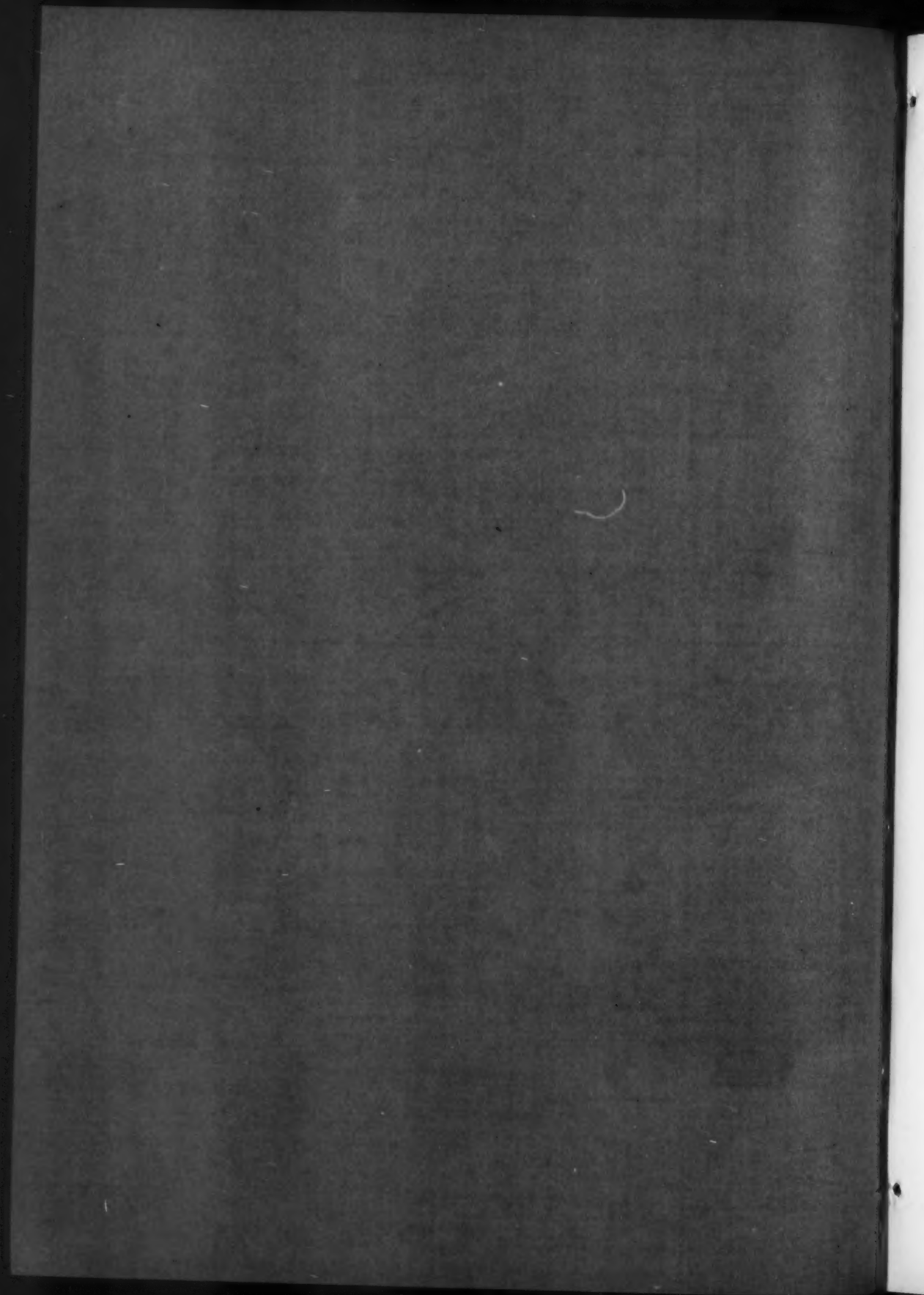


**R·M·KRAUSE**  
LABELS & SEALS  
OF  
QUALITY

**NEW YORK**  
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322 W. WASHINGTON ST.

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RICHMOND HILL



JOHN D. LAWSON

116 JOHN STREET, NEW YORK

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LILY OF THE VALLEY

PHENYL ETHYL ALCOHOL

BROM STYVOL

MUSK XYLOL CRYSTALS 100%

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Owing to market fluctuations, we can quote only on specific inquiries.

---

CHRISTO CHRISTOFF

KAZANLIK, BULGARIA

Manufacturer of the Finest Grade Otto of Rose

TRADE



MARK

Christoff's Otto of Rose

We have ready for delivery many other well-known brands of Bulgarian Otto of Rose, including Banque de Rose.

Prices on Application.

Address all Inquiries to

COMPAGNIE MORANA

118 East 27<sup>th</sup> St.  
19 So. La Salle St.

New York City  
Chicago

## JASMONE JUNILLON

The recent increase in price of the Natural Flower Products has not effected any change in the price of this SYNTHETIC.

JASMONE has all the characteristics, and therefore the individuality of the Natural Flower Essence. Combines also those characters obtained usually by pomade enfleurage.

## CYCLAMOL JUNILLON

Odor of Cyclamen, French Alps; used as a base for Lily, Muguet, Lilas, etc. Can be employed to advantage in new creations

OPOPANAXOL :: JACINTHE : LILAS : CIPRICE  
VIOLETTE BLANCHE MOUSSOL, ETC.

MUSK XYLENE :: MUSK KETONE :: MUSK AMBRETTE

*Manufactured by*

USINES CHIMIQUES DE BOURG JUNILLON, Valence-sur-Rhone

*Address All Inquiries to*

**ORBIS PRODUCTS TRADING CO., INC.**

GENERAL OFFICES: 215 PEARL STREET, NEW YORK

Chicago Office: 326 West Madison Street  
A. G. SPILKER, Mgr.

Boston Office: Board of Trade Building  
F. D. HOYT, Jr., Mgr.

## The Tetlow Talcum Box

*The original package of  
the new construction.*



We originated this style construction for toilet powder containers—practically any shape is now possible.

**MANHATTAN CAN COMPANY**

BUSH TERMINAL BUILDING No. 10

BROOKLYN, N. Y.



**EXTRA QUALITY**

McK&amp;R

**STEARATE OF ZINC**

We were the originators of Stearate of Zinc and still manufacture the finest, lightest, and whitest product. We have recently enlarged our manufacturing facilities and now offer the same grade that we have heretofore only packaged for prescription use, to manufacturers of toilet specialties.

Samples and quotations on request. Packed in 50 lb. bbls.

**McKESSON & ROBBINS**

Incorporated

Established 1833

NEW YORK

**HAMMILL & GILLESPIE**

Founded A. D. 1848.

240 and 242 FRONT ST., NEW YORK

**IMPORTERS AND GRINDERS**

Prime LEE MOOR, Bolted Grade of  
ENGLISH CHINA CLAY (KAOLIN)

Foreign—**TALC**—Domestic  
FULLER'S EARTH (Genuine English)

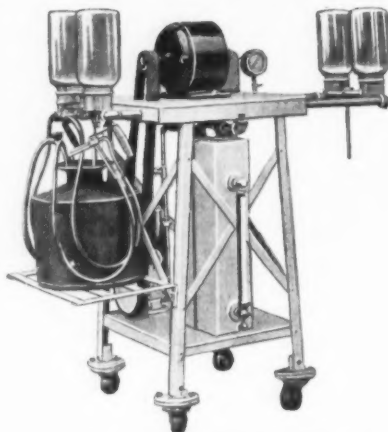
INFUSORIAL EARTH  
PRECIPITATED CHALK  
PREPARED CHALK

STEARATE OF ZINC  
PARIS WHITE  
WHITING—All Grades

## VACUUM FILLING SYSTEMS AND AUTOMATIC LABELING MACHINES

### *We Build*

AUTOMATIC LABEL-  
ING MACHINES  
THAT WILL LABEL  
FLAT, SQUARE &  
PANEL BOTTLES  
ON ONE SIDE OR  
BOTH AT THE RATE  
OF 40 TO 120  
PER MINUTE.



### *We Build*

VACUUM FILLING  
SYSTEMS FOR ANY  
KIND OF LIQUID  
AND ANY CAPACITY  
DESIRED  
OUR SYSTEMS  
ARE USED WHERE  
ALL OTHER FILLING  
DEVICES FAIL

PORTABLE VACUUM FILLING SYSTEM

ESPECIALLY BUILT FOR LIMITED FLOOR SPACE

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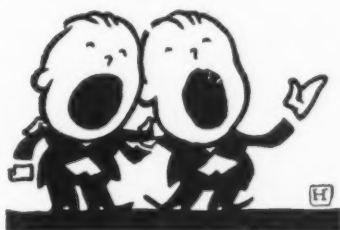
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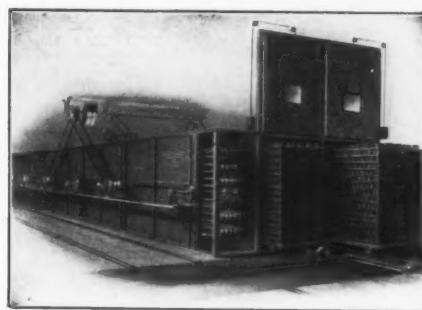
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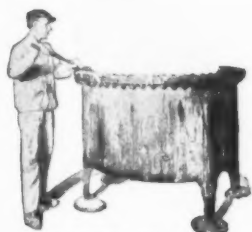
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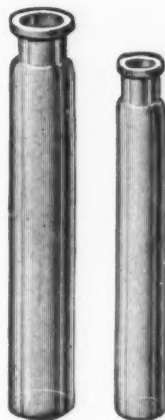
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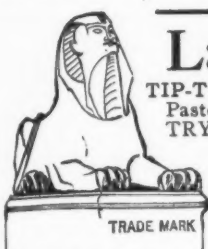
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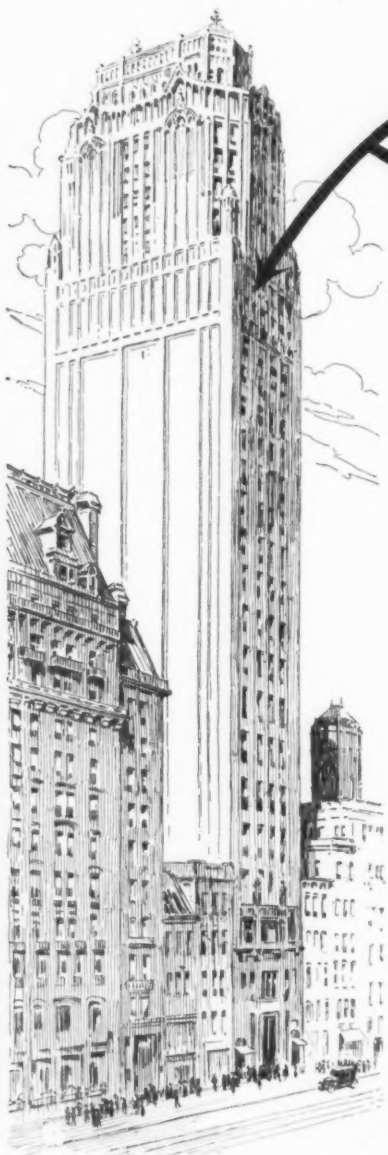
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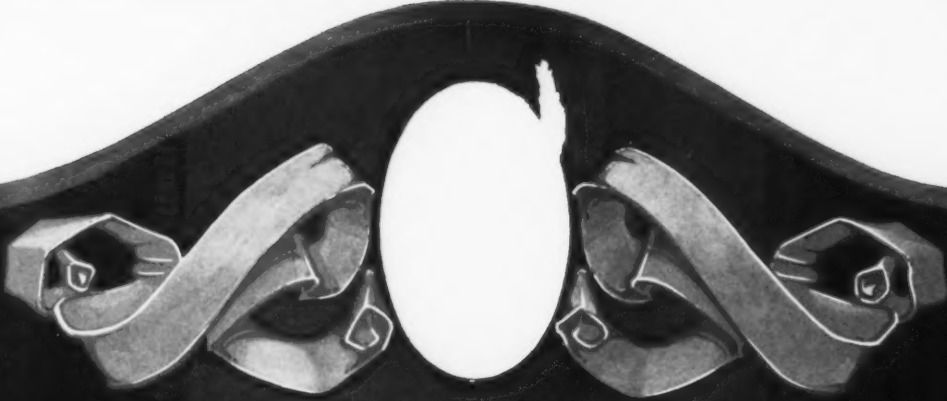
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We also make liquid Shampoo in 10 different brands and Shampoo Paste in 5 brands.

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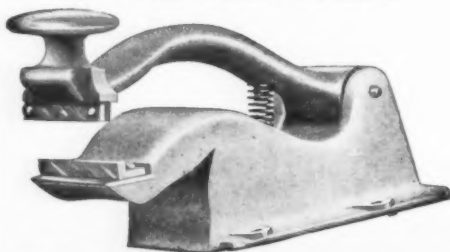
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Special Tubes for Catarrh and Eye Remedies, Pile Pipes, etc.

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Made to match any shade of packing, not only for perfumes but for packages in general.

*Samples of this silk—in five different qualities—gladly sent on request.*

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Successors to M. Heminway & Sons Silk Co.  
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On account of our wide circulation among manufacturers, dealers, importers, etc., of perfumery, soaps, toilet specialties, flavoring extracts, etc., our readers will find this column a quick and satisfactory means for advertising temporary matters. The rate is moderate, viz., 50c. per line per insertion. Please send check with copy. Address all communications to

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(Continued on page 98)

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$\frac{1}{2}$  oz. to 50% alcohol

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Will produce the best Lilac Toilet Water on the  
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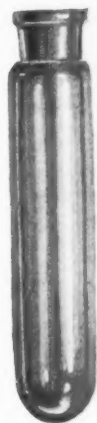
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We will market your goods in foreign countries.

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Phone:—Bryant 2757

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IMPORT HOUSE representing French concern manufacturing synthetic perfume materials desires salesman to handle their products on American market. Write with full particulars regarding experience, salary desired, etc. Address H. W., No. 766, care of this journal.

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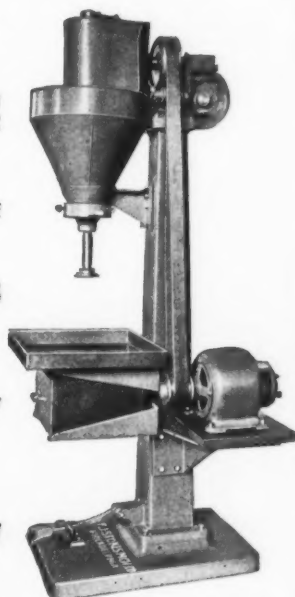
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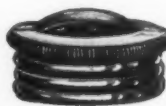
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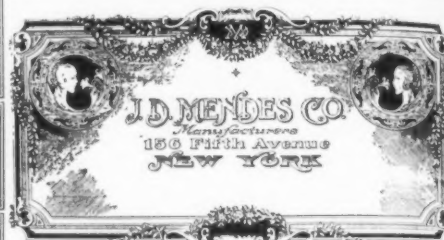


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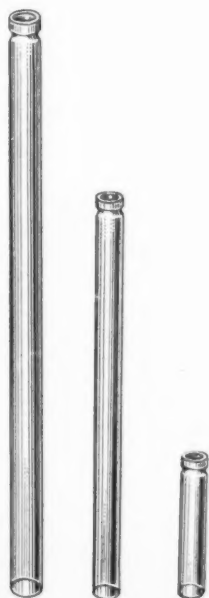


27 WILLIAM STREET  
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N. Y.

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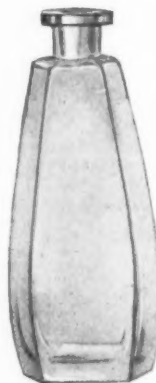
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